



**COMMONWEALTH OF VIRGINIA  
STANDARD CONTRACT**

Contract No. UCPJMU6156

This contract entered into this 19<sup>th</sup> day of October 2021, by Johnson Health Tech NA dba Matrix Fitness. hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From November 1, 2021 through October 31, 2022 with 4 one-year renewal options.

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposal # JGM-1124 dated June 28, 2021:
  - (a) The Statement of Needs,
  - (b) The General Terms and Conditions,
  - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
  - (d) Addendum No. One dated July 12, 2021
  - (e) Addendum No. Two dated July 14, 2021
  - (f) Addendum No. Three dated July 15, 2021
  - (g) Addendum No. Four dated July 21, 2021
- (3) The Contractor's Proposal dated July 15, 2021 and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
  - (a) Negotiations Summary, dated October 6, 2021
- (4) Publicly Accessible Contract (PAC) Agreement

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:

By: David R Detweiler  
(Signature)

David R Detweiler

(Printed Name)

Title: North Atlantic District Manager

PURCHASING AGENCY:

By: Garrett Morris  
(Signature)

Garrett Morris  
(Printed Name)

Title: Buyer Senior



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1. Contractor shall provide the University with discount-off list price in accordance with Attachment A, Pricing Schedule. *All outlined equipment totals include freight, delivery, and installation*
2. Contractor's proposal submitted in response to RFP #JGM-1124 is hereby amended as follows:
  - a. At the request of the Purchasing Agency, the contractor shall provide training to an unlimited number of staff at no additional cost and regardless of order value.
3. All deliveries shall be made to the Purchasing Agency FOB Destination.
4. The Purchasing Agency will issue a purchase order for goods and services based upon an approved quote provided by Contractor. The Purchasing Agency will not be required to sign and return proposals/quotes.
5. The Contractor has disclosed all potential fees. Additional charges will not be accepted. *\*Contractor shall not charge or extend the University a surcharge once manufacturer(s) have lifted the surcharge cost.*

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**Attachment A: Johnson Health Tech North America Pricing Schedule**

*\*Equipment totals include freight, delivery, and installation within the line item.*

Revised 7/1/2021						
Group/Category/Frame	Console/Version	Model #	Product Description	MSR P	% Off	
Cardio Upcharge	Cardio Add-On per unit	RFID/Gym Kit	RFID	RFID (Upcharge when added)	\$ 300	35%
	Cardio Add-On per unit	AM - Use when WIFI Needed	DATA	Asset Management Data Fee (charge per unit)	\$ 69	35%
	Cardio Add-On per unit	MYE (900 MHZ)	MC3R-9LK	MYE Wireless Audio Receiver - Programmed	\$ 199	35%
	Cardio Add-On per unit	MYE (900 MHZ)	MWTD-S9	MYE Wireless Audio Digital Transmitter	\$ 399	35%
	Cardio Technology	APP	ZMT4000027	Workout Tracking Mobile App - 1 Year Add On to Existing App	\$ 2,388	35%
	Cardio Technology	APP	ZMT4000028	Workout Tracking Mobile App - 2 Years (Minimum Required to	\$ 4,776	35%
	Cardio Technology	APP	ZMT4000029	Workout Tracking Mobile App - 3 Years	\$ 7,164	35%
	Cardio Technology	APP	ZMT4000030	Workout Tracking Mobile App - 4 Years	\$ 9,552	35%
	Cardio Technology	APP	ZMT4000031	Workout Tracking Mobile App - 5 Years	\$ 11,940	35%
	Cardio Technology	PTP	ZMT4000052	Personal Trainer Portal 1 Year	\$ 4,995	35%
	Cardio Technology	PTP	ZMT4000179	PTP Fee Annual Maintenance (after 1st Year)	\$ 750	35%
	Cardio Entertainment	Brackets	Climbmill only	TV Bracket for Climbmill	\$ 215	35%
	Cardio Entertainment	Brackets	All Other Cardio	TV Bracket HURESAT;	\$ 215	35%
	Cardio Entertainment	TV	ZMD4009918	Matrix MYE 15.6" TV	\$ 1,740	35%
	Cardio Add-On	Performance	1000437122	Performance Service Casters (L&R)	\$ 165	35%
	Education Training	Krank	EC-TRAIN1	Krankcycle Start-Up Kit	\$ 129	35%
	Education Training	Matrix Ride	ZMT4000178	Matrix Ride Instructor Training	\$ 2,695	35%
	Education Training	MX4	MX4ACTG	MX4 Active 5 hr training - group	\$ 2,250	35%
	Education Training	MX4	MX4ACTI	MX4 Active online - single	\$ 100	35%
	Education Training	MX4	MX4MS	MX4 Program Support	\$ 1,500	35%
	Education Training	MX4	MX4SA5	MX4 Sm Gr + Active Support	\$ 2,000	35%
	Education Training	MX4	MX4SGAC	MX4 Sm Gr + Active 8 hour training - group	\$ 2,995	35%
	Education Training	MX4	MX4SGM	MX4 Small Group 5-hr Training-Group - 4 people/ bay	\$ 2,250	35%
	Education Training	MX4		MX4 Active Program Support	\$ 1,200	35%
	Education Training	Sprint 8	S8GT	Sprint 8 (2)hr Instructor Training (team of 10+)	\$ 1,750	35%
	Education Training	Sprint 8	S8IT	Sprint 8 (2)hr Instructor Training (1 person)	\$ 199	35%
	Workout Tracking	ZMT4000271	WTN IMPL-CONTAIN	WTN Implement Fee Per Brand Container App	\$ 199	35%
	Workout Tracking	ZMT4000272	WTN SV1Y-C/E ADD	WTN Service 1YR Container/Enterprise Add	\$ 1,188	35%
	Workout Tracking	ZMT4000273	WTN SV2Y-C/E ADD	WTN Service 2YR Container/Enterprise Add	\$ 2,350	35%
	Workout Tracking	ZMT4000274	WTN SV3Y-C/E ADD	WTN Service 3YR Container/Enterprise Add	\$ 3,420	35%
	Workout Tracking	ZMT4000275	WTN SV4Y-C/E ADD	WTN Service 4YR Container/Enterprise Add	\$ 4,320	35%
	Workout Tracking	ZMT4000276	WTN SV5Y-C/E ADD	WTN Service 5YR Container/Enterprise Add	\$ 5,300	35%
	Workout Tracking	ZMT4000277	WTN IMPL-ENTERPR	WTN Implement Fee Per Brand Enterprise App	\$ 499	35%
	Workout Tracking	ZMT4000278	WTN SV1Y ENT 1ST	WTN Service 1YR Enterprise 1st Location	\$ 2,970	35%
	Workout Tracking	ZMT4000279	WTN SV2Y ENT 1ST	WTN Service 2YR Enterprise 1st Location	\$ 5,875	35%
	Workout Tracking	ZMT4000280	WTN SV3Y ENT 1ST	WTN Service 3YR Enterprise 1st Location	\$ 8,550	35%
	Workout Tracking	ZMT4000281	WTN SV4Y ENT 1ST	WTN Service 4YR Enterprise 1st Location	\$ 10,800	35%
	Workout Tracking	ZMT4000282	WTN SV5Y ENT 1ST	WTN Service 5YR Enterprise 1st Location	\$ 13,250	35%
Cardio	Performance+ Treadmill	TouchXL	T-PP-TouchXL	MX Performance Plus TouchXL Treadmill	\$ 19,030	47%
	Performance+ Treadmill	Touch	T-PP-Touch	Matrix Performance Plus Touch Treadmill	\$ 17,970	47%
	Performance+ Treadmill	Premium LED	T-PP-PLED	MX Performance Plus Prem LED Treadmill	\$ 13,730	47%
	Performance+ Treadmill	GT LED	T-PP-GTLED	Matrix Performance Plus GT LED Treadmill	\$ 12,710	47%
	Performance+ Treadmill	LED	T-PP-LED	Matrix Performance Plus LED Treadmill	\$ 12,710	47%
	Performance Treadmill	TouchXL	T-PS-TouchXL	Matrix Performance TouchXL Treadmill	\$ 16,630	47%
	Performance Treadmill	Touch	T-PS-Touch	Matrix Performance Touch Treadmill	\$ 15,425	47%
	Performance Treadmill	Premium LED	T-PS-PLED	Matrix Performance Premium LED Treadmill	\$ 10,655	47%
	Performance Treadmill	GT LED	T-PS-GTLED	Matrix Performance GT LED Treadmill	\$ 9,535	47%
	Performance Treadmill	LED	T-PS-LED	Matrix Performance LED Treadmill	\$ 9,535	47%
	Endurance Treadmill	TouchXL	T-ES-TouchXL	Matrix Endurance TouchXL Treadmill	\$ 14,790	47%
	Endurance Treadmill	Touch	T-ES-Touch	Matrix Endurance Touch Treadmill	\$ 13,570	47%
	Endurance Treadmill	Premium LED	T-ES-PLED	Matrix Endurance Premium LED Treadmill	\$ 8,800	47%
	Endurance Treadmill	GT LED	T-ES-GTLED	Matrix Endurance GT LED Treadmill	\$ 7,685	47%
	Endurance Treadmill	LED	T-ES-LED	Matrix Endurance LED Treadmill	\$ 7,685	47%
	Lifestyle Treadmill	TouchXL	T-LS-TouchXL	Matrix Lifestyle TouchXL Treadmill	\$ 10,600	47%

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	Lifestyle Treadmill	Touch	T-LS-Touch	Matrix Lifestyle Touch Treadmill	\$9,540	47%
	Lifestyle Treadmill	Premium LED	T-LS-PLED	Matrix Lifestyle Premium LED Treadmill	\$5,515	47%
	Lifestyle Treadmill	LED	T-LS-LED	Matrix Lifestyle LED Treadmill	\$4,560	47%
	Lifestyle Treadmill	GT LED	T-LS-GTLED	Matrix Lifestyle GT LED Treadmill	\$4,560	47%
	Performance ClimbMill	TouchXL	CM-PS-TouchXL	Matrix Performance TouchXL Climbmill	\$16,845	47%
	Performance ClimbMill	Touch	CM-PS-Touch	Matrix Performance Touch Climbmill	\$15,710	47%
Revised 7/1/2021						
	Group/Category/Frame	Console/Version	Model #	Product Description	MSR P	% Off
	Performance ClimbMill	Premium LED	CM-PS-PLED	Matrix Performance Premium LED Climbmill	\$11,185	47%
	Performance ClimbMill	GT LED	CM-PS-GTLED	Matrix Performance GT LED Climbmill	\$10,095	47%
	Performance ClimbMill	LED	CM-PS-LED	Matrix Performance LED Climbmill	\$10,095	47%
	Endurance ClimbMill	TouchXL	CM-ES-TouchXL	Matrix Endurance TouchXL Climbmill	\$15,850	47%
	Endurance ClimbMill	Touch	CM-ES-Touch	Matrix Endurance Touch Climbmill	\$14,710	47%
	Endurance ClimbMill	Premium LED	CM-ES-PLED	Matrix Endurance Premium LED Climbmill	\$10,165	47%
	Endurance ClimbMill	GT LED	CM-ES-GTLED	Matrix Endurance GT LED Climbmill	\$9,090	47%
	Endurance ClimbMill	LED	CM-ES-LED	Matrix Endurance LED Climbmill	\$9,090	47%
	Lifestyle ClimbMill	TouchXL	CM-LS-TouchXL	Matrix Lifestyle TouchXL Climbmill	\$12,825	47%
	Lifestyle ClimbMill	Touch	CM-LS-Touch	Matrix Lifestyle Touch Climbmill	\$11,765	47%
	Lifestyle ClimbMill	Premium LED	CM-LS-PLED	Matrix Lifestyle Premium LED Climbmill	\$7,740	47%
	Lifestyle ClimbMill	LED	CM-LS-LED	Matrix Lifestyle LED Climbmill	\$6,785	47%
	Lifestyle ClimbMill	GT LED	CM-LS-GTLED	Matrix Lifestyle GT LED Climbmill	\$6,785	47%
	Endurance Stepper	Touch	S-ES-Touch	Matrix Endurance Touch Stepper	\$11,050	40%
	Endurance Stepper	Premium LED	S-ES-PLED	Matrix Endurance Premium LED Stepper	\$6,495	40%
	Endurance Stepper	GT LED	S-ES-GTLED	Matrix Endurance GT LED Stepper	\$5,435	40%
	Endurance Stepper	LED	S-ES-LED	Matrix Endurance LED Stepper	\$5,435	40%
	Performance Ascent Trainer	Touch	A-PS-Touch	Matrix Performance Touch Ascent	\$15,320	40%
	Performance Ascent Trainer	Premium LED	A-PS-PLED	Matrix Performance Premium LED Ascent	\$10,785	40%
	Performance Ascent Trainer	GT LED	A-PS-GTLED	Matrix Performance GT LED Ascent	\$9,725	40%
	Performance Ascent Trainer	LED	A-PS-LED	Matrix Performance LED Ascent	\$9,725	40%
	Performance Lower-body	Touch	ALB-PS-Touch	MX Performance Touch Lower Body Ascent	\$15,330	40%
	Performance Lower-body	Premium LED	ALB-PS-PLED	MX Performance Prem LED Low Body Ascent	\$10,785	40%
	Performance Lower-body	GT LED	ALB-PS-GTLED	MX Performance GT LED Lower Body Ascent	\$9,725	40%
	Performance Lower-body	LED	ALB-PS-LED	Matrix Performance LED Lower Body Ascent	\$9,725	40%
	Performance Suspension	Touch	EP-PS-Touch	Matrix Performance Touch Elliptical	\$12,815	40%
	Performance Suspension	Premium LED	EP-PS-PLED	MX Performance Premium LED Elliptical	\$8,260	40%
	Performance Suspension	GT LED	EP-PS-GTLED	Matrix Performance GT LED Elliptical	\$7,200	40%
	Performance Suspension	LED	EP-PS-LED	Matrix Performance LED Elliptical	\$7,200	40%
	Endurance Suspension Elliptical	Touch	EP-ES-Touch	Matrix Endurance Touch Elliptical	\$11,290	40%
	Endurance Suspension Elliptical	Premium LED	EP-ES-PLED	Matrix Endurance Premium LED Elliptical	\$6,730	40%
	Endurance Suspension Elliptical	GT LED	EP-ES-GTLED	Matrix Endurance GT LED Elliptical	\$5,670	40%
	Endurance Suspension Elliptical	LED	EP-ES-LED	Matrix Endurance LED Elliptical	\$5,670	40%
	Lifestyle Suspension Elliptical	Touch	EP-LS-Touch	Matrix Lifestyle Touch Elliptical	\$8,850	40%
	Lifestyle Suspension Elliptical	Premium LED	EP-LS-PLED	Matrix Lifestyle Premium LED Elliptical	\$4,825	40%
	Lifestyle Suspension Elliptical	LED	EP-LS-LED	Matrix Lifestyle LED Elliptical	\$3,870	40%
	Lifestyle Suspension Elliptical	GT LED	EP-LS-GTLED	Matrix Lifestyle GT LED Elliptical	\$3,870	40%
	Performance Hybrid Cycle	Touch	H-PS-Touch	Matrix Performance Touch Hybrid	\$10,785	40%
	Performance Hybrid Cycle	Premium LED	H-PS-PLED	Matrix Performance Premium LED Hybrid	\$6,245	40%
	Performance Hybrid Cycle	GT LED	H-PS-GTLED	Matrix Performance GT LED Hybrid	\$5,170	40%
	Performance Hybrid Cycle	LED	H-PS-LED	Matrix Performance LED Hybrid	\$5,170	40%
	Performance Upright Cycle	Touch	U-PS-Touch	Matrix Performance Touch Upright Cycle	\$9,675	40%
	Performance Upright Cycle	Premium LED	U-PS-PLED	MX Performance Premium LED Upright Cycle	\$5,140	40%
	Performance Upright Cycle	GT LED	U-PS-GTLED	Matrix Performance GT LED Upright Cycle	\$4,030	40%
	Performance Upright Cycle	LED	U-PS-LED	Matrix Performance LED Upright Cycle	\$4,030	40%
	Endurance Upright Cycle	Touch	U-ES-Touch	Matrix Endurance Touch Upright Cycle	\$9,145	40%
	Endurance Upright Cycle	Premium LED	U-ES-PLED	Matrix Endurance Premium LED Upright Cyc	\$4,665	40%
	Endurance Upright Cycle	GT LED	U-ES-GTLED	Matrix Endurance GT LED Upright Cycle	\$3,580	40%
	Endurance Upright Cycle	LED	U-ES-LED	Matrix Endurance LED Upright Cycle	\$3,580	40%
	Lifestyle Upright Cycle	Touch	U-LS-Touch	Matrix Lifestyle Touch Upright Cycle	\$7,685	40%
	Lifestyle Upright Cycle	Premium LED	U-LS-PLED	Matrix Lifestyle Premium LED Upright Cycle	\$3,660	40%
	Lifestyle Upright Cycle	LED	U-LS-LED	Matrix Lifestyle LED Upright Cycle	\$2,705	40%
	Lifestyle Upright Cycle	GT LED	U-LS-GTLED	Matrix Lifestyle GT LED Upright Cycle	\$2,705	40%
	Performance Recumbent Cycle	Touch	R-PS-Touch	Matrix Performance Touch Recumbent	\$10,415	40%
	Performance Recumbent Cycle	Premium LED	R-PS-PLED	Matrix Performance Premium LED Recumbent	\$5,885	40%



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	Performance Recumbent Cycle	GT LED	R-PS-GTLED	Matrix Performance GT LED Recumbent	\$ 4,795	40%
	Performance Recumbent Cycle	LED	R-PS-LED	Matrix Performance LED Recumbent	\$ 4,795	40%
	Endurance Recumbent Cycle	Touch	R-ES-Touch	Matrix Endurance Touch Recumbent	\$ 9,780	40%
	Endurance Recumbent Cycle	Premium LED	R-ES-PLED	Matrix Endurance Premium LED Recumbent	\$ 5,250	40%
	Endurance Recumbent Cycle	GT LED	R-ES-GTLED	Matrix Endurance GT LED Recumbent	\$ 4,160	40%
Revised 7/1/2021						
	Group/Category/Frame	Console/Version	Model #	Product Description	MSRP	% Off
	Endurance Recumbent Cycle	LED	R-ES-LED	Matrix Endurance LED Recumbent	\$ 4,160	40%
	Lifestyle Recumbent Cycle	Touch	R-LS-Touch	Matrix Lifestyle Touch Recumbent	\$ 8,215	40%
	Lifestyle Recumbent Cycle	Premium LED	R-LS-PLED	Matrix Lifestyle Premium LED Recumbent	\$ 4,190	40%
	Lifestyle Recumbent Cycle	LED	R-LS-LED	Matrix Lifestyle LED Recumbent	\$ 3,235	40%
	Lifestyle Recumbent Cycle	GT LED	R-LS-GTLED	Matrix Lifestyle GT LED Recumbent	\$ 3,235	40%
	Cardio Trainer	S-Drive P/WIFI	S-Drive P/WIFI	Treadmill - S-Drive Performance Trainer; Power	\$ 6,885	40%
	Cardio Trainer	S-Drive C	S-Drive C	Treadmill - S-Drive Performance Trainer; non-	\$ 4,975	40%
	Cardio Trainer	S-Drive M	S-Drive M	Treadmill - S-Drive Performance Trainer; non-	\$ 5,930	40%
	Cardio Trainer	SPT	SPT	S-Force Performance Trainer	\$ 5,345	40%
	Cardio Medical	XH	T3XH-02	Treadmill, T3XH-02	\$ 9,820	50%
	Cardio Medical	XH	T3XH-02 10PK VA	Treadmill, T3XH-02 10PK VA	\$ 10,775	50%
	Cardio Medical	XH	T3XH-02 WiFi VA	Treadmill, T3XH-02 WIFI/VA	\$ 10,775	50%
	Cardio Medical	XH	T3XH-02 WiFi	Treadmill, T3XH-02 WIFI	\$ 9,820	50%
	Cardio Medical	XM	R3XM	Recumbent Bike R3XM	\$ 5,295	40%
	Cardio Medical	XM	R3XM WIFI	Recumbent Bike R3XM	\$ 5,295	40%
	Cardio Medical	XM	T3XM	Treadmill - Medical	\$ 6,355	50%
	Cardio Medical	XE	T1XE-07	Treadmill	\$ 6,355	47%
	Cardio Medical	X	T1X-04	Treadmill - Large LED display	\$ 5,455	47%
	Cardio Medical	X	T1X-04	Treadmill - Large LED display	\$ 7,635	47%
	Cardio Medical	X	T1X-04 900 MHZ	Treadmill - Large LED display	\$ 5,455	47%
	Cardio Medical	X	T1X-04 WIFI	Treadmill - Large LED display WIFI	\$ 5,455	47%
	Cardio Medical	X	LHR-T1X	T1x-04 Long Handrail	\$ 545	47%
	Cardio Rower	Rower	Rower-02	RowerX with Magnetic Resistance	\$ 2,065	30%
	Cardio Rower	RXP-WF	RXP-WF	Rower RXP WIFI	\$ 3,490	30%
	Cardio Rower	RXP-WF/RFID	RXP-WF/RFID	Rower RXP WIFI-RFID	\$ 3,915	30%
	GroupX Bikes		CXC	Matrix Indoor Cycle CXC	\$ 2,115	30%
	GroupX Bikes		CXC Console	Matrix Indoor Cycle CXC Console	\$ 265	30%
	GroupX Bikes		CXM	Matrix Indoor Cycle CXM	\$ 2,645	30%
	GroupX Bikes		CXP	Matrix Indoor Cycle CXP	\$ 3,490	30%
	GroupX Bikes		CXP-WF	Matrix Indoor Cycle CXP with WIFI	\$ 3,490	30%
	GroupX Bikes		CXP-WF-RFID	Matrix Indoor Cycle CXP	\$ 3,915	30%
	GroupX Connexus		GFT2S	Connexus 2 Shelf Mobile Storage Cart	\$ 985	30%
	GroupX Connexus		GFT3S	Connexus 3 Shelf Mobile Storage Cart	\$ 1,370	30%
	GroupX Connexus		GFTCOR	Connexus Compact	\$ 4,530	30%
	GroupX Connexus		GFTEXP	Connexus Perimeter Expansion Kit	\$ 3,655	30%
	GroupX Connexus		GFTFS	Connexus Free (free standing config )	\$ 6,335	30%
	GroupX Connexus		GFTORG	Connexus Storage Station	\$ 1,750	30%
	GroupX Connexus		GFTORG-MH	Connexus Storage Station Mat Storage	\$ 80	30%
	GroupX Connexus		GFTSLR	Connexus Column	\$ 875	30%
	GroupX Connexus		GFTSS	Connexus Stability Step	\$ 435	30%
	GroupX Connexus		GFTWBK	Wall Mounting Kit (for Compact	\$ 75	30%
	GroupX Connexus		GFTWM	Connexus Perimeter (wall unit)	\$ 4,530	30%
	GroupX Connexus Accessories		GFTBK	Connexus Lower Wall Mount Bracket	\$ 70	30%
	GroupX Connexus Accessories		GFTBR	Trainer Battle Attachment	\$ 80	30%
	GroupX Connexus Accessories		GFTCB	Connexus Magnetic Chalkboard	\$ 360	30%
	GroupX Connexus Accessories		GFTHB	Connexus Heavy Bag Straps & Carabineer	\$ 60	30%
	GroupX Connexus Accessories		GFTLM	Connexus Landmine Attachment	\$ 285	30%
	GroupX Connexus Accessories		GFTMB	Connexus Med Ball Wall	\$ 625	30%
	GroupX Connexus Accessories		MG-A67B	Matrix MG Weight Tree	\$ 625	30%
	GroupX Connexus Accessory		GFTFS-AB	Connexus Free w/Boxing Kit	\$ 3,770	15%
	GroupX Connexus Accessory		GFTFS-AS	Connexus Free Standard Kit	\$ 3,700	15%
	GroupX Connexus Accessory		GFTVRT	Connexus Vertical Extrusion w/handle (for Free Stand	\$ 525	30%
	GroupX Connexus Accessory		GFTWM-AM	Connexus Perimeter Wall w/ Boxing Kit	\$ 2,175	15%
	GroupX Connexus Accessory		GFTWM-AS	Connexus Perimeter Wall standard Kit	\$ 1,845	15%
	GroupX Connexus Accessory		MX4BAY01	MX4 Accessory Kit for 1 Bay	\$ 7,760	15%
	GroupX Connexus Accessory		MX4BAY02	MX4 Accessory Kit for 2 Bays	\$ 10,140	15%
	GroupX Connexus Accessory		MX4BAY03	MX4 Accessory Kit for 3 Bays	\$ 12,810	15%
	GroupX Connexus Accessory		MX4BAY04	MX4 Accessory Kit for 4 Bays	\$ 16,000	15%
	GroupX Connexus Accessory		MX4BOXING1BAY	MX4 Boxing Add on Accessory Kit 1 Bay	\$ 345	15%



**JAMES MADISON  
UNIVERSITY**

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	GroupX Connexus Accessory		MX4-GFTXP	MX4 Connexus Expansion Kit	\$ 5,040	30%
	GroupX Connexus Accessory		MX4-GFTFA	MX4 Connexus Free Kit	\$ 8,825	30%
	GroupX Connexus Accessory		MX4-GFTWM	MX4 Connexus Perimeter Kit	\$ 5,910	30%
	GroupX Krankcycles		KC-01	Krankcycle w/Seat	\$ 2,505	30%
	GroupX Krankcycles		KC-02	Krankcycle w/out Seat	\$ 2,395	30%
	GroupX Krankcycles		KC-COM	Wireless Computer + Bracket	\$ 215	30%
Ultra Selectorized						
	Strength Ultra	Chest	G7S13-02	Converging Chest Press	\$ 5,340	35%
	Strength Ultra	Shoulder	G7S21-02	Lateral Raise	\$ 4,845	35%
	Strength Ultra	Shoulder	G7S22-02	Rear Delt / Pec Fly	\$ 5,230	35%
	Strength Ultra	Shoulder	G7S23-02	Converging Shoulder	\$ 5,230	35%
	Strength Ultra	Back	G7S33-02	Diverging Lat Pull Down	\$ 5,230	35%
	Strength Ultra	Back	G7S34-02	Diverging Seated Row	\$ 5,340	35%
	Strength Ultra	Arm	G7S40-02	Independent Biceps Curl	\$ 4,845	35%
	Strength Ultra	Arm	G7S42-02	Triceps Press	\$ 5,230	35%
	Strength Ultra	Core	G7S51-02	Abdominal Crunch	\$ 5,230	35%
	Strength Ultra	Core	G7S52-02	Back Extension	\$ 5,455	35%
	Strength Ultra	Core	G7S55-02	Rotary Torso	\$ 5,455	35%
	Strength Ultra	Leg	G7S70-02	Leg Press	\$ 8,235	35%
	Strength Ultra	Leg	G7S71-02	Leg Extension	\$ 5,230	35%
	Strength Ultra	Leg	G7S72-02	Seated Leg Curl	\$ 5,340	35%
	Strength Ultra	Leg	G7S73-02	Prone Leg Curl	\$ 5,120	35%
	Strength Ultra	Leg	G7S74-02	Hip Adductor	\$ 5,340	35%
	Strength Ultra	Leg	G7S75-02	Hip Abductor	\$ 5,340	35%
	Strength Ultra	Leg	G7S77-02	Calf Extension	\$ 4,845	35%
	Strength Ultra	Leg	G7S78-02	Glute	\$ 4,845	35%
Ultra Selectorized Smart Console						
	Strength Ultra-ITC	Chest	G7S13-02 W/ITC	Converging Chest Press W/ITC	\$ 8,675	35%
	Strength Ultra-ITC	Shoulder	G7S21-02 W/ITC	Lateral Raise W/ITC	\$ 8,175	35%
	Strength Ultra-ITC	Shoulder	G7-S22 W/ITC	Rear Delt / Pec Fly W/ITC	\$ 8,565	35%
	Strength Ultra-ITC	Shoulder	G7S23-02 W/ITC	Converging Shoulder W/ITC	\$ 8,565	35%
	Strength Ultra-ITC	Back	G7S33-02 W/ITC	Diverging Lat Pull Down W/ITC	\$ 8,565	35%
	Strength Ultra-ITC	Back	G7S34-02 W/ITC	Diverging Seated Row W/ITC	\$ 8,675	35%
	Strength Ultra-ITC	Arm	G7S40-02 W/ITC	Independent Biceps Curl W/ITC	\$ 8,175	35%
	Strength Ultra-ITC	Arm	G7S42-02 W/ITC	Triceps Press W/ITC	\$ 8,565	35%
	Strength Ultra-ITC	Core	G7S51-02 W/ITC	Abdominal Crunch W/ITC	\$ 8,565	35%
	Strength Ultra-ITC	Core	G7S52-02 W/ITC	Back Extension W/ITC	\$ 8,785	35%
	Strength Ultra-ITC	Core	G7S55-02 W/ITC	Rotary Torso W/ITC	\$ 8,785	35%
	Strength Ultra-ITC	Leg	G7S70-02 W/ITC	Leg Press W/ITC	\$ 11,570	35%
	Strength Ultra-ITC	Leg	G7S71-02 W/ITC	Leg Extension W/ITC	\$ 8,565	35%
	Strength Ultra-ITC	Leg	G7S72-02 W/ITC	Seated Leg Curl W/ITC	\$ 8,675	35%
	Strength Ultra-ITC	Leg	G7S73-02 W/ITC	Prone Leg Curl W/ITC	\$ 8,455	35%
	Strength Ultra-ITC	Leg	G7S74-02 W/ITC	Hip Adductor W/ITC	\$ 8,675	35%
	Strength Ultra-ITC	Leg	G7S75-02 W/ITC	Hip Abductor W/ITC	\$ 8,675	35%
	Strength Ultra-ITC	Leg	G7S77-02 W/ITC	Calf Extension W/ITC	\$ 8,180	35%
	Strength Ultra-ITC	Leg	G7S78-02 W/ITC	Glute W/ITC	\$ 8,180	35%
	Strength Ultra Base Trim	Chest	G7-S13B	Matrix Ultra Chest Press	\$ 4,920	35%
	Strength Ultra Base Trim	Shoulder	G7-S21B	Matrix Ultra Lateral Raise	\$ 4,420	35%
	Strength Ultra Base Trim	Shoulder	G7-S22B	Matrix Ultra Rear Delt / Pec Fly	\$ 4,810	35%
	Strength Ultra Base Trim	Shoulder	G7-S23B	Matrix Ultra Converging Shoulder Press	\$ 4,810	35%
	Strength Ultra Base Trim	Back	G7-S33B	Matrix Ultra Diverging Lat Pulldown	\$ 4,810	35%
	Strength Ultra Base Trim	Back	G7-S34B	Matrix Ultra Diverging Seated Row	\$ 4,920	35%
	Strength Ultra Base Trim	Arm	G7-S40B	Matrix Ultra Independent Biceps Curl	\$ 4,420	35%
	Strength Ultra Base Trim	Arm	G7-S42B	Matrix Ultra Triceps Press	\$ 4,810	35%
	Strength Ultra Base Trim	Core	G7-S51B	Matrix Ultra Abdominal Crunch	\$ 4,810	35%
	Strength Ultra Base Trim	Core	G7-S52B	Matrix Ultra Back Extension	\$ 5,030	35%
	Strength Ultra Base Trim	Core	G7-S55B	Matrix Ultra Rotary Torso	\$ 5,030	35%
	Strength Ultra Base Trim	Leg	G7-S70B	Matrix Ultra Leg Press	\$ 7,810	35%
	Strength Ultra Base Trim	Leg	G7-S71B	Matrix Ultra Leg Extension	\$ 4,810	35%
	Strength Ultra Base Trim	Leg	G7-S72B	Matrix Ultra Seated Leg Curl	\$ 4,920	35%
	Strength Ultra Base Trim	Leg	G7-S73B	Matrix Ultra Prone Leg Curl	\$ 4,695	35%
	Strength Ultra Base Trim	Leg	G7-S74B	Matrix Ultra Hip Adductor	\$ 4,920	35%
	Strength Ultra Base Trim	Leg	G7-S75B	Matrix Ultra Hip Abductor	\$ 4,920	35%
	Strength Ultra Base Trim	Leg	G7-S77B	Matrix Ultra Calf Extension	\$ 4,420	35%
Revised 7/1/2021						
	Group/Category/Frame	Console/Version	Model #	Product Description	MSR	% Off

**RFP # JGM-1124 Athletic Fitness Equipment, Strength &  
Conditioning, Apparel, & Related Services**  
**Negotiation Summary for Johnson Health Tech North America**  
**dba Matrix Fitness**  
**10/6/2021**

P						
	Strength Ultra Base Trim	Leg	G7-S78B	Matrix Ultra Glute	\$ 4,420	35%
	Strength Ultra Base Trim-Heavy	Chest	G7-S13BH	Matrix Ultra Chest Press	\$ 5,130	35%
	Strength Ultra Base Trim-Heavy	Shoulder	G7-S21BH	Matrix Ultra Lateral Raise	\$ 4,630	35%
	Strength Ultra Base Trim-Heavy	Shoulder	G7-S22BH	Matrix Ultra Rear Delt / Pec Fly	\$ 5,020	35%
	Strength Ultra Base Trim-Heavy	Shoulder	G7-S23BH	Matrix Ultra Converging Shoulder Press	\$ 5,020	35%
	Strength Ultra Base Trim-Heavy	Back	G7-S33BH	Matrix Ultra Diverging Lat Pulldown	\$ 5,020	35%
	Strength Ultra Base Trim-Heavy	Back	G7-S34BH	Matrix Ultra Diverging Seated Row	\$ 5,130	35%
	Strength Ultra Base Trim-Heavy	Arm	G7-S40BH	Matrix Ultra Independent Biceps Curl	\$ 4,630	35%
	Strength Ultra Base Trim-Heavy	Arm	G7-S42BH	Matrix Ultra Triceps Press	\$ 5,020	35%
	Strength Ultra Base Trim-Heavy	Core	G7-S51BH	Matrix Ultra Abdominal Crunch	\$ 5,020	35%
	Strength Ultra Base Trim-Heavy	Core	G7-S52BH	Matrix Ultra Back Extension	\$ 5,240	35%
	Strength Ultra Base Trim-Heavy	Core	G7-S55BH	Matrix Ultra Rotary Torso	\$ 5,240	35%
	Strength Ultra Base Trim-Heavy	Leg	G7-S70BH	Matrix Ultra Leg Press	\$ 8,025	35%
	Strength Ultra Base Trim-Heavy	Leg	G7-S71BH	Matrix Ultra Leg Extension	\$ 5,020	35%
	Strength Ultra Base Trim-Heavy	Leg	G7-S72BH	Matrix Ultra Seated Leg Curl	\$ 5,130	35%
	Strength Ultra Base Trim-Heavy	Leg	G7-S73BH	Matrix Ultra Prone Leg Curl	\$ 4,910	35%
	Strength Ultra Base Trim-Heavy	Leg	G7-S74BH	Matrix Ultra Hip Adductor	\$ 5,130	35%
	Strength Ultra Base Trim-Heavy	Leg	G7-S75BH	Matrix Ultra Hip Abductor	\$ 5,130	35%
	Strength Ultra Base Trim-Heavy	Leg	G7-S77BH	Matrix Ultra Calf Extension	\$ 4,630	35%
	Strength Ultra Base Trim-Heavy	Leg	G7-S78BH	Matrix Ultra Glute	\$ 4,630	35%
<b>Aura Selectorized</b>						
	Strength Aura	Chest	G3S10	Chest Press	\$ 3,955	35%
	Strength Aura	Chest	G3S12	Pec Fly	\$ 4,090	35%
	Strength Aura	Chest	G3S13	Converging Chest Press	\$ 4,205	35%
	Strength Aura	Shoulder	G3S20	Shoulder Press	\$ 3,675	35%
	Strength Aura	Shoulder	G3S21	Lateral Raise	\$ 3,675	35%
	Strength Aura	Shoulder	G3S22	Rear Delt/Fly	\$ 4,315	35%
	Strength Aura	Shoulder	G3S23	Converging Shoulder	\$ 3,955	35%
	Strength Aura	Back	G3S30	Lat Pull	\$ 3,230	35%
	Strength Aura	Back	G3S31	Seated Row	\$ 3,785	35%
	Strength Aura	Back	G3S33	Diverging Lat Pull	\$ 3,510	35%
	Strength Aura	Back	G3S34	Diverging Seated Row	\$ 4,090	35%
	Strength Aura	Arm	G3S40	Arm Curl	\$ 3,510	35%
	Strength Aura	Arm	G3S42	Seated Dip	\$ 3,730	35%
	Strength Aura	Arm	G3S45	Triceps Extension	\$ 3,675	35%
	Strength Aura	Arm	G3S60	Dip/Chin Assist	\$ 4,090	35%
	Strength Aura	Core	G3S51	Abdominal Crunch	\$ 3,955	35%
	Strength Aura	Core	G3S52	Back Extension	\$ 3,955	35%
	Strength Aura	Core	G3S55	Rotary Torso	\$ 3,955	35%
	Strength Aura	Leg	G3S70	Leg Press	\$ 6,180	35%
	Strength Aura	Leg	G3S71	Leg Extension	\$ 3,785	35%
	Strength Aura	Leg	G3S72	Seated Leg Curl	\$ 3,785	35%
	Strength Aura	Leg	G3S73	Prone Leg Curl	\$ 3,675	35%
	Strength Aura	Leg	G3S74	Hip Adductor	\$ 3,955	35%
	Strength Aura	Leg	G3S75	Hip Abductor	\$ 3,955	35%
	Strength Aura	Leg	G3S76	Rotary Hip	\$ 4,315	35%
	Strength Aura	Leg	G3S77	Calf Press	\$ 4,205	35%
<b>Benches and</b>						
	Strength G1	Free Weights	G1FW153	Adjustable Incline Bench	\$ 635	28%
	Strength G1	Free Weights	G1FW161	Smith Machine	\$ 3,000	28%

**RFP # JGM-1124 Athletic Fitness Equipment, Strength &  
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dba Matrix Fitness  
10/6/2021**

	Strength G1	Multi-Station	G1MG30	3-Stack Multi-Gym	\$ 6,000	28%
	Strength Aura	Bench	G3FW14	Olympic Incline Bench	\$ 1,330	28%
	Strength Aura	Bench	G3FW15	Olympic Decline Bench	\$ 1,330	28%
	Strength Aura	Bench	G3FW52	Back Extension	\$ 995	28%
	Strength Aura	Bench	G3FW72	Squat Rack	\$ 1,665	28%
	Strength Aura	Bench	G3FW73	Power Station	\$ 2,220	28%
	Strength Aura	Bench	G3FW81	Flat Bench	\$ 585	28%
	Strength Aura	Bench	G3FW83	Adjustable Decline Bench	\$ 885	28%
	Strength Aura	Bench	G3FW84	Utility Bench	\$ 665	28%
<b>Aura Multi</b>	Strength Aura	Multi-Stations	G3-MS20	Cable Cross	\$ 4,665	28%
<b>Revised 7/1/2021</b>						
	Group/Category/Frame	Console/Version	Model #	Product Description	MSRP	% Off
	Strength Aura	Multi-Stations	G3-MS24	Adjustable Pulley	\$ 2,200	28%
	Strength Aura	Multi-Stations	G3-MS40CK	Multi-station Connection Kit	\$ 330	28%
	Strength Aura	Multi-Stations	G3-MS50CK	Multi-station Connection Kit	\$ 640	28%
	Strength Aura	Multi-Stations	G3-MS51	Lat Pulldown	\$ 2,255	28%
	Strength Aura	Multi-Stations	G3-MS52	Triceps Pushdown	\$ 1,615	28%
	Strength Aura	Multi-Stations	G3-MS53	Seated Row	\$ 2,365	28%
	Strength Aura	Multi-Stations	G3-MS80CK	Multi-station Connection Kit	\$ 370	28%
	Strength Aura	Multi-Stations	G3-MSFT300	Functional Trainer 300lb	\$ 6,555	28%
	Strength Aura	Multi-Stations	G3-MSFT400	Functional Trainer 400lbs	\$ 7,000	28%
<b>Aura Racks</b>	Strength Aura	Rack	G3FW94	Olympic Weight Tree	\$ 665	28%
	Strength Aura	Rack	G3FW96	Barbell Rack	\$ 995	28%
	Strength Aura	Rack	G3FW97	Accessory Rack	\$ 775	28%
<b>Versa Function rs</b>	Strength Versa	Functional Trainer	VS-FTHP (MAS0953-00US)	Optional Handle Pkg; Includes (v-bar, curl bar, ropes,	\$ 440	35%
	Strength Versa	Functional Trainer	VS-FTIW	Functional Trainer Incremental Weight	\$ 90	35%
	Strength Versa	Functional Trainer	VS-VFT HS + VS-FTS18	Functional Trainer Heavy Stack, 18" Storage	\$ 5,340	35%
	Strength Versa	Functional Trainer	VS-VFT HS + VS-FTS30	Functional Trainer Heavy Stack, 30" Storage	\$ 5,560	35%
	Strength Versa	Functional Trainer	VS-VFT LS + VS-FTS18	Functional Trainer STD Stack, 18" Storage	\$ 4,890	35%
	Strength Versa	Functional Trainer	VS-VFT LS + VS-FTS30	Functional Trainer STD Stack, 30" Storage	\$ 5,115	35%
<b>Versa Heavy</b>	Strength Versa	Heavy Stack	VS-S13-USB2	Converging Chest Press Heavy Stack, *	\$ 3,310	35%
	Strength Versa	Heavy Stack	VS-S23-USB2	Converging Shoulder Press Heavy Stack, *	\$ 3,530	35%
	Strength Versa	Heavy Stack	VS-S33-USB2	Diverging Lat Pulldown Heavy Stack	\$ 3,530	35%
	Strength Versa	Heavy Stack	VS-S34-USB2	Diverging Seated Row Heavy Stack	\$ 3,310	35%
	Strength Versa	Heavy Stack	VS-S40-USB2	Bicep Curl Heavy Stack*	\$ 2,860	35%
	Strength Versa	Heavy Stack	VS-S42-USB2	Triceps Press Heavy Stack	\$ 2,860	35%
	Strength Versa	Heavy Stack	VS-S52-USB2	Back Extension Heavy Stack, *	\$ 2,975	35%
	Strength Versa	Heavy Stack	VS-S53-USB2	Abdominal Heavy Stack	\$ 2,640	35%
	Strength Versa	Heavy Stack	VS-S70-USB2	Leg Press Heavy Stack	\$ 4,000	35%
	Strength Versa	Heavy Stack	VS-S71-USB2	Leg Extension Heavy Stack	\$ 4,000	35%
	Strength Versa	Heavy Stack	VS-S72-USB2	Seated Leg Curl Heavy Stack,	\$ 3,195	35%
	Strength Versa	Heavy Stack	VS-S78-USB2	Ghute Heavy Stack	\$ 3,195	35%
<b>Versa Heavy s</b>	Strength Versa	Heavy Stack, Plus	VS-S13-USB4	Converging Chest Press Heavy Stack Plus, *	\$ 3,745	35%
	Strength Versa	Heavy Stack, Plus	VS-S23-USB4	Converging Shoulder Press Heavy Stack Plus, *	\$ 3,970	35%
	Strength Versa	Heavy Stack, Plus	VS-S33-USB4	Diverging Lat Pulldown Heavy Stack Plus	\$ 3,970	35%
	Strength Versa	Heavy Stack, Plus	VS-S34-USB4	Diverging Seated Row Heavy Stack Plus	\$ 3,745	35%
	Strength Versa	Heavy Stack, Plus	VS-S40-USB4	Bicep Curl Heavy Stack Plus *	\$ 3,300	35%
	Strength Versa	Heavy Stack, Plus	VS-S42-USB4	Triceps Press Heavy Stack Plus	\$ 3,300	35%
	Strength Versa	Heavy Stack, Plus	VS-S52-USB4	Back Extension Heavy Stack, Plus *	\$ 3,410	35%
	Strength Versa	Heavy Stack, Plus	VS-S53-USB4	Abdominal Heavy Stack Plus	\$ 3,080	35%
	Strength Versa	Heavy Stack, Plus	VS-S70-USB4	Leg Press Heavy Stack Plus	\$ 4,440	35%
	Strength Versa	Heavy Stack, Plus	VS-S71-USB4	Leg Extension Heavy Stack Plus	\$ 4,440	35%
	Strength Versa	Heavy Stack, Plus	VS-S72-USB4	Seated Leg Curl Heavy Stack Plus,	\$ 3,635	35%
	Strength Versa	Heavy Stack, Plus	VS-S78-USB4	Ghute Heavy Stack, Plus	\$ 3,635	35%
<b>Versa STD Stack</b>	Strength Versa	STD Stack	VS-S13-USB1	Converging Chest Press STD Stack, *	\$ 3,110	35%
	Strength Versa	STD Stack	VS-S23-USB1	Converging Shoulder Press STD Stack, *	\$ 3,335	35%
	Strength Versa	STD Stack	VS-S33-USB1	Diverging Lat Pulldown STD Stack,	\$ 3,335	35%
	Strength Versa	STD Stack	VS-S34-USB1	Diverging Seated Row STD Stack,	\$ 3,110	35%
	Strength Versa	STD Stack	VS-S40-USB1	Bicep Curl STD Stack, *	\$ 2,665	35%
	Strength Versa	STD Stack	VS-S42-USB1	Triceps Press STD Stack,	\$ 2,665	35%
	Strength Versa	STD Stack	VS-S52-USB1	Back Extension STD Stack *	\$ 2,780	35%
	Strength Versa	STD Stack	VS-S53-USB1	Abdominal STD Stack	\$ 2,445	35%



**RFP # JGM-1124 Athletic Fitness Equipment, Strength &  
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**Negotiation Summary for Johnson Health Tech North America**  
**dba Matrix Fitness**  
**10/6/2021**

	Strength Versa	STD Stack	VS-S71-USB1	Leg Extension STD Stack	\$ 3,220	35%
	Strength Versa	STD Stack	VS-S72-USB1	Seated Leg Curl STD Stack	\$ 3,000	35%
Versa STD Stack,						
	Strength Versa	STD Stack, Plus	VS-S13-USB3	Converging Chest Press STD Stack, Plus*	\$ 3,550	35%
	Strength Versa	STD Stack, Plus	VS-S23-USB3	Converging Shoulder Press STD Stack, Plus *	\$ 3,775	35%
Revised 7/1/2021						
	Group/Category/Frame	Console/Version	Model #	Product Description	MSRP	% Off
	Strength Versa	STD Stack, Plus	VS-S33-USB3	Diverging Lat Pulldown STD Stack, Plus	\$ 3,775	35%
	Strength Versa	STD Stack, Plus	VS-S34-USB3	Diverging Seated Row STD Stack, Plus	\$ 3,550	35%
	Strength Versa	STD Stack, Plus	VS-S40-USB3	Bicep Curl STD Stack, Plus *	\$ 3,105	35%
	Strength Versa	STD Stack, Plus	VS-S42-USB3	Triceps Press STD Stack, Plus	\$ 3,105	35%
	Strength Versa	STD Stack, Plus	VS-S52-USB3	Back Extension STD Stack, Plus *	\$ 3,215	35%
	Strength Versa	STD Stack, Plus	VS-S53-USB3	Abdominal STD Stack, Plus	\$ 2,885	35%
	Strength Versa	STD Stack, Plus	VS-S71-USB3	Leg Extension STD Stack, Plus	\$ 3,660	35%
	Strength Versa	STD Stack, Plus	VS-S72-USB3	Seated Leg Curl STD Stack, Plus	\$ 3,440	35%
Versa Duals -	tack, Basic					
	Strength Versa Duals	Heavy Stack, Basic	VS-S131-02B2	Multi-Press Heavy Stack, Basic	\$ 3,640	35%
	Strength Versa Duals	Heavy Stack, Basic	VS-S22-USB2	Pec Fly / Rear Delt Heavy Stack, Basic	\$ 3,640	35%
	Strength Versa Duals	Heavy Stack, Basic	VS-S331-02B2	Dual Lat Row Heavy Stack, Basic	\$ 3,640	35%
	Strength Versa Duals	Heavy Stack, Basic	VS-S401-02B2	Tri/Bicep Heavy Stack, Basic	\$ 3,530	35%
	Strength Versa Duals	Heavy Stack, Basic	VS-S531-02B2	Low Back/AB Heavy Stack, Basic	\$ 3,530	35%
	Strength Versa Duals	Heavy Stack, Basic	VS-S601-02B2	Chin/Dip Heavy Stack, Basic	\$ 4,640	35%
	Strength Versa Duals	Heavy Stack, Basic	VS-S711-02B2	Ext/Curl Heavy Stack, Basic	\$ 3,640	35%
	Strength Versa Duals	Heavy Stack, Basic	VS-S74-USB2	Hip Adductor / Abductor Heavy Stack, Basic	\$ 3,640	35%
Versa Duals -	tack, Plus					
	Strength Versa Duals	Heavy Stack, Plus	VS-S131-02B4	Multi-Press Heavy Stack, Plus	\$ 4,080	35%
	Strength Versa Duals	Heavy Stack, Plus	VS-S22-USB4	Pec Fly / Rear Delt Heavy Stack, Plus	\$ 4,080	35%
	Strength Versa Duals	Heavy Stack, Plus	VS-S331-02B4	Lat Row Heavy Stack, Plus	\$ 4,080	35%
	Strength Versa Duals	Heavy Stack, Plus	VS-S401-02B4	Tri/Bicep Heavy Stack, Plus	\$ 3,970	35%
	Strength Versa Duals	Heavy Stack, Plus	VS-S531-02B4	Low Back/AB Heavy Stack, Plus	\$ 3,970	35%
	Strength Versa Duals	Heavy Stack, Plus	VS-S601-02B4	Chin/Dip Heavy Stack, Plus	\$ 5,080	35%
	Strength Versa Duals	Heavy Stack, Plus	VS-S711	Ext/Curl Heavy Stack, Plus	\$ 4,080	35%
	Strength Versa Duals	Heavy Stack, Plus	VS-S74-USB4	Hip Adductor / Abductor Heavy Stack, Plus	\$ 4,080	35%
Versa Duals - STD						
	Strength Versa Duals	STD Stack	VS-S131-02B1	Multi-Press STD Stack	\$ 3,445	35%
	Strength Versa Duals	STD Stack	VS-S22-USB1	Pec Fly / Rear Delt STD Stack	\$ 3,445	35%
	Strength Versa Duals	STD Stack	VS-S331-02B1	Lat Row STD Stack	\$ 3,445	35%
	Strength Versa Duals	STD Stack	VS-S401-02B1	Tri/Bicep STD Stack	\$ 3,335	35%
	Strength Versa Duals	STD Stack	VS-S531-02B1	Low Back/AB STD Stack	\$ 3,335	35%
	Strength Versa Duals	STD Stack	VS-S711-02B1	Ext/Curl STD Stack	\$ 3,445	35%
	Strength Versa Duals	STD Stack	VS-S74-USB1	Hip Adductor / Abductor STD Stack	\$ 3,445	35%
Versa Duals - STD	, Plus					
	Strength Versa Duals	STD Stack, Plus	VS-S131-02B3	Multi-Press STD Stack, Plus	\$ 3,885	35%
	Strength Versa Duals	STD Stack, Plus	VS-S22-USB3	Pec Fly / Rear Delt STD Stack, Plus	\$ 3,885	35%
	Strength Versa Duals	STD Stack, Plus	VS-S331-02B3	Lat Row STD Stack, Plus	\$ 3,885	35%
	Strength Versa Duals	STD Stack, Plus	VS-S401-02B3	Tri/Bicep STD Stack, Plus	\$ 3,775	35%
	Strength Versa Duals	STD Stack, Plus	VS-S531-02B3	Low Back/AB STD Stack, Plus	\$ 3,775	35%
	Strength Versa Duals	STD Stack, Plus	VS-S711-02B3	Ext/Curl STD Stack, Plus	\$ 3,885	35%
	Strength Versa Duals	STD Stack, Plus	VS-S74-USB3	Hip Adductor / Abductor STD Stack, Plus	\$ 3,885	35%
Go Series						
	Strength Go Series	Chest	GO-S13	Matrix Go Chest Press-IS/OB	\$ 2,650	35%
	Strength Go Series	Shoulder	GO-S23	Matrix Go Shoulder Press-IS/OB	\$ 2,650	35%
	Strength Go Series	Back	GO-S33	Matrix Go Lat Pulldown-IS/OB	\$ 2,650	35%
	Strength Go Series	Back	GO-S34	Matrix Go Seated Row-IS/OB	\$ 2,650	35%
	Strength Go Series	Arm	GO-S40	Matrix Go Bicep Curl-IS/OB	\$ 2,435	35%
	Strength Go Series	Arm	GO-S42	Matrix Go Triceps Press-IS/OB	\$ 2,650	35%
	Strength Go Series	Core	GO-S53	Matrix Go Abdominal-IS/OB	\$ 2,435	35%
	Strength Go Series	Leg	GO-S70	Matrix Go Leg Press-IS/OB	\$ 3,710	35%
	Strength Go Series	Leg	GO-S71	Matrix Go Leg Extension-IS/OB	\$ 2,650	35%
	Strength Go Series		GO-IW	Matrix Go Incremental Weight (optional add on)	\$ 95	35%
Magnum Medical						
	Strength Medical	Medical	MD-AP	Medical Adjustable Pulley-Iced Silver	\$ 2,750	35%
	Strength Medical	Medical	MD-AP-BB	Medical Adjustable Pulley - Balance Bar	\$ 100	35%

Revised  
7/1/2021

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**10/6/2021**

Group/Category/Frame	Console/Version	Model #	Product Description	MSRP	% Off
Strength Magnum	Free Weights	MG-SUP	Step-up Platform w/ Handle	\$ 555	28%
<b>Magnum Free s - Manufactured ASIA (Only)</b>					
Strength Magnum	Free Weights	MG-A645	Breaker Olympic Shoulder Bench(integrated storage	\$ 2,250	28%
Strength Magnum	Free Weights	MG-A645B	Breaker Olympic Shoulder Bench(integrated storage	\$ 2,250	28%
Strength Magnum	Free Weights	MG-A645BN	Breaker Olympic Shoulder Bench(blk bar)(No Storage)	\$ 1,870	28%
Strength Magnum	Free Weights	MG-A645N	Breaker Olympic Shoulder Bench(No Storage)(orange	\$ 1,870	28%
Strength Magnum	Free Weights	MG-A678B	Breaker Olympic Flat Bench (integrated storage	\$ 1,740	28%
Strength Magnum	Free Weights	MG-A678BN	Breaker Olympic Flat Bench (blk bar)(No storage horns)	\$ 1,375	28%
Strength Magnum	Free Weights	MG-A679	Breaker Olympic Incline Bench (integrated storage	\$ 1,835	28%
Strength Magnum	Free Weights	MG-A679B	Breaker Olympic Incline Bench(integrated storage	\$ 1,835	28%
Strength Magnum	Free Weights	MG-A679BN	Breaker Olympic Incline Bench (blk bar) (no storage)	\$ 1,490	28%
Strength Magnum	Free Weights	MG-A679N	Breaker Olympic Incline Bench (orange bar)(No	\$ 1,490	28%
Strength Magnum	Free Weights	MG-A680	Breaker Olympic Decline Bench(integrated storage	\$ 1,875	28%
Strength Magnum	Free Weights	MG-A680B	Breaker Olympic Decline Bench(integrated storage	\$ 1,875	28%
Strength Magnum	Free Weights	MG-A680BN	Breaker Olympic Decline Bench(blk bar)(No Storage)	\$ 1,545	28%
Strength Magnum	Free Weights	MG-A680N	Breaker Olympic Decline Bench(orange bar)(No	\$ 1,545	28%
<b>Magnum Plate- d</b>					
Strength Magnum	Plate-Loaded	MG-404	4-Way Neck	\$ 1,877	28%
Strength Magnum	Plate-Loaded	MG-405	Reverse Back Extension	\$ 2,439	28%
Strength Magnum	Plate-Loaded	MG-PL12	Vertical Bench Press	\$ 2,538	28%
Strength Magnum	Plate-Loaded	MG-PL13	Supine Bench Press	\$ 1,966	28%
Strength Magnum	Plate-Loaded	MG-PL14	Incline Bench Press	\$ 2,538	28%
Strength Magnum	Plate-Loaded	MG-PL15	Vertical Decline Bench Press	\$ 2,787	28%
Strength Magnum	Plate-Loaded	MG-PL23	Shoulder Press	\$ 2,236	28%
Strength Magnum	Plate-Loaded	MG-PL33	Lat Pulldown	\$ 2,236	28%
Strength Magnum	Plate-Loaded	MG-PL34	Seated Row	\$ 2,236	28%
Strength Magnum	Plate-Loaded	MG-PL50	Ab Crunch Bench	\$ 1,518	28%
Strength Magnum	Plate-Loaded	MG-PL62	Smith Machine	\$ 4,358	28%
Strength Magnum	Plate-Loaded	MG-PL70	Leg Press	\$ 4,358	28%
Strength Magnum	Plate-Loaded	MG-PL71	Hack Squat	\$ 4,176	28%
Strength Magnum	Plate-Loaded	MG-PL76	Standing Calf	\$ 2,283	28%
Strength Magnum	Plate-Loaded	MG-PL77	Seated Calf	\$ 1,336	28%
Strength Magnum	Plate-Loaded	MG-PL78	Glute Trainer	\$ 3,115	28%
Strength Magnum	Plate-Loaded	MG-PL79	Squat Lunge	\$ 1,518	28%
<b>Magnum ns/Connection Brackets</b>					
Strength Magnum	Racks	MG-A47	MG Full Power Rack 8' (no spotter stands)	\$ 3,848	35%
Strength Magnum	Racks	MG-A47-LH	MG Full Power Rack - Lower Height (no spotter stands)	\$ 3,848	35%
Strength Magnum	Racks	MG-A47691	Combo Power / Half Rack	\$ 9,017	35%
Strength Magnum	Racks	MG-A47691-LH	Combo Power / Half Rack - Lower Height	\$ 9,017	35%
Strength Magnum	Racks	MG-A47-9	MG Full Power Rack 9' (no spotter stands)	\$ 3,832	35%
Strength Magnum	Racks	MG-A690	MG Half Rack 8' (no spotter stands)	\$ 2,990	35%
Strength Magnum	Racks	MG-A690-LH	MG Half Rack 8' - Lower Height (no spotter stands)	\$ 2,990	35%
Strength Magnum	Racks	MG-A690-9	MG Half Rack 9' (no spotter stands)	\$ 3,182	35%
Strength Magnum	Racks	MG-A691	MG Double Half Rack 8' (no spotter stands)	\$ 5,881	35%
Strength Magnum	Racks	MG-A691-9	MG Double Half Rack 9' (no spotter stands)	\$ 6,167	35%
Strength Magnum	Racks	MG-A691S-05	MG-Compact Double Half Rack;	\$ 5,262	35%
Strength Magnum	Racks	MG-A694	MG Open Rack 8' (no spotter stands)	\$ 3,297	35%
Strength Magnum	Racks	MG-A694-9	MG Open Rack 9' (no spotter stands)	\$ 3,427	35%
Strength Magnum	Racks	MG-MOPT-R47-02	MG Connecting Flange:MR47;	\$ 291	35%
Strength Magnum	Racks	MG-MOPT-R690-02	MG Connecting Flange MR690	\$ 239	35%
Strength Magnum	Racks	MG-MOPT-R694-02	MG Connecting Flange:MR694;	\$ 239	35%
Strength Magnum	Racks	MG-MOPT-S47-02	MG 8' Rack Connection Kit:MR;	\$ 156	35%
Strength Magnum	Racks	MG-MOPT-S47-9-02	MG 9' Rack Connection Kit:MR;	\$ 156	35%
Strength Magnum	Racks	MG-MR47	MEGA Full Power Rack 8' (no spotter stands)	\$ 4,675	35%
Strength Magnum	Racks	MG-MR47-9	MEGA Full Power Rack 9' (no spotter stands)	\$ 5,070	35%
Strength Magnum	Racks	MG-MR690	MEGA Half Rack 8' (no spotter stands)	\$ 4,378	35%
Strength Magnum	Racks	MG-MR690-9	MEGA Half Rack 9' (no spotter stands)	\$ 4,571	35%
Strength Magnum	Racks	MG-MR691	MEGA Double Half Rack 8'	\$ 7,602	35%
Strength Magnum	Racks	MG-MR694	MEGA Open Rack 8' (no spotter stands)	\$ 4,472	35%
Strength Magnum	Racks	MG-MR694-9	MEGA Open Rack 9' (no spotter stands)	\$ 4,826	35%
Strength Magnum	Racks	MG-OPT-R47-02	MG Connecting Flange A47/A694	\$ 239	35%
Strength Magnum	Racks	MG-OPT-R690-02	MG Connecting Flange A690	\$ 239	35%
Revised 7/1/2021					
Group/Category/Frame	Console/Version	Model #	Product Description	MSRP	% Off
Strength Magnum	Racks	MG-OPT-S47-02	MG 8' Rack Connection Kit:A Series;	\$ 156	35%
Strength Magnum	Racks	MG-OPT-S47-9-02	MG 9' Rack Connection Kit:A Series;	\$ 161	35%



**RFP # JGM-1124 Athletic Fitness Equipment, Strength &  
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Strength Magnum	Racks	MG-OPTSD-02	Optional Shroud Decal - Must order Qty of 2 - Avail on	\$ 385	35%
Strength Magnum	Racks	MG-S21-02	MG Lat Pulldown;	\$ 3,756	35%
Strength Magnum	Racks	MG-S21LR-02	MG Low Row Attachment;S21	\$ 751	35%
Strength Magnum	Racks	MG-S23-02	MG Adjustable Pulley;	\$ 3,390	35%
Strength Magnum	Rack Connection Brackets	MG-MOPT35-10	Mega Straight Chin Bar - 10'	\$ 754	20%
Strength Magnum	Rack Connection Brackets	MG-MOPT35-6	Mega Straight Chin Bar - 6'	\$ 634	20%
Strength Magnum	Rack Connection Brackets	MG-MOPT35-8	Mega Straight Chin Bar - 8'	\$ 692	20%
Strength Magnum	Rack Connection Brackets	MG-MOPT36-10	Mega Dual Sided Fat/Straight Chin Bar - 10'	\$ 1,170	20%
Strength Magnum	Rack Connection Brackets	MG-MOPT36-6	Mega Dual Sided Fat/Straight Chin Bar - 6'	\$ 936	20%
Strength Magnum	Rack Connection Brackets	MG-MOPT36-8	Mega Dual Sided Fat/Straight Chin Bar - 8'	\$ 1,024	20%
Strength Magnum	Rack Connection Brackets	MG-MOPT-C47	Mounting Kit - MR47	\$ 52	20%
Strength Magnum	Rack Connection Brackets	MG-MOPT-C9094	Mounting Kit - MR690 / MR694	\$ 42	20%
Strength Magnum	Rack Connection Brackets	MG-MOPT-C91	Mounting Kit - MR691	\$ 42	20%
Strength Magnum	Rack Connection Brackets	MG-OPT32-10	Straight Ladder - 9'9"	\$ 1,316	20%
Strength Magnum	Rack Connection Brackets	MG-OPT32-8	Straight Ladder - 8'	\$ 1,170	20%
Strength Magnum	Rack Connection Brackets	MG-OPT33-10	Pyramid Ladder - 9'9"	\$ 1,482	20%
Strength Magnum	Rack Connection Brackets	MG-OPT33-8	Pyramid Ladder - 8'	\$ 1,336	20%
Strength Magnum	Rack Connection Brackets	MG-OPT35-10	Straight Chin Bar - 10'	\$ 749	20%
Strength Magnum	Rack Connection Brackets	MG-OPT35-6	Straight Chin Bar - 6'	\$ 629	20%
Strength Magnum	Rack Connection Brackets	MG-OPT35-8	Straight Chin Bar - 8'	\$ 692	20%
Strength Magnum	Rack Connection Brackets	MG-OPT36-10	Dual Sided Fat/Straight Chin Bar - 10'	\$ 1,165	20%
Strength Magnum	Rack Connection Brackets	MG-OPT36-6	Dual Sided Fat/Straight Chin Bar - 6'	\$ 931	20%
Strength Magnum	Rack Connection Brackets	MG-OPT36-8	Dual Sided Fat/Straight Chin Bar - 8'	\$ 1,019	20%
Strength Magnum	Rack Connection Brackets	MG-OPT-C	Magnum Series Mounting Kit	\$ 109	20%
Strength Magnum	Rack Options	MG-MOPT11	Platform Ramp (for MEGA Power Racks)	\$ 234	20%
Strength Magnum	Rack Options	MG-MOPT13	Land Mine Attachment (for Mega Power Racks)	\$ 286	20%
Strength Magnum	Rack Options	MG-MOPT29	Docking Kit w/o Platform - Mega Rack	\$ 52	20%
Strength Magnum	Rack Options	MG-MOPT29P	Docking Kit with Platform - Mega Rack	\$ 52	20%
Strength Magnum	Rack Options	MG-MOPT31	Battle Rope Attachment - Mega Rack	\$ 135	20%
Strength Magnum	Rack Options	MG-MOPT41	Dual Olympic Bar Storage - Mega Rack	\$ 52	20%
Strength Magnum	Rack Options	MG-MOPT42	Rotating Chin Handles - MR47	\$ 499	20%
Strength Magnum	Rack Options	MG-MOPT43	Side Mounted Pull-Up Bar - Mega Rack	\$ 400	20%
Strength Magnum	Rack Options	MG-OPT1	MEGA / PRO J-Hooks	\$ 380	20%
Strength Magnum	Rack Options	MG-OPT10	Custom Platform Logo	\$ 785	20%
Strength Magnum	Rack Options	MG-OPT11	Platform Ramp	\$ 213	20%
Strength Magnum	Rack Options	MG-OPT13	Land Mine Attachment	\$ 286	20%
Strength Magnum	Rack Options	MG-OPT14U	Name Plate (Universal Mount)	\$ 400	20%
Strength Magnum	Rack Options	MG-OPT16	Core Handle	\$ 125	20%
Strength Magnum	Rack Options	MG-OPT17B	Jammin Arms w/ Band Attachment	\$ 1,518	20%
Strength Magnum	Rack Options	MG-OPT17RB	Reverse Jammin Arms w/ Band Attachment (Pair)	\$ 1,518	20%
Strength Magnum	Rack Options	MG-OPT1R	Reverse J-Hooks (Pair)	\$ 380	20%
Strength Magnum	Rack Options	MG-OPT21	Safety Arm Storage	\$ 198	20%
Strength Magnum	Rack Options	MG-OPT22	Safety Arm Storage (for MR Series Racks) (Pair)	\$ 265	20%
Strength Magnum	Rack Options	MG-OPT23	Safety Arm Storage for D Series Rack	\$ 203	20%
Strength Magnum	Rack Options	MG-OPT26	Fat Bar J-hooks	\$ 406	20%
Strength Magnum	Rack Options	MG-OPT26R	Reverse Fat Bar J-hooks	\$ 406	20%
Strength Magnum	Rack Options	MG-OPT29	Docking Kit w/o Platform	\$ 52	20%
Strength Magnum	Rack Options	MG-OPT29P	Docking Kit with Platform	\$ 52	20%
Strength Magnum	Rack Options	MG-OPT3	Dip Bars	\$ 380	20%
Strength Magnum	Rack Options	MG-OPT31	Battle Rope Attachment	\$ 140	20%
Strength Magnum	Rack Options	MG-OPT3R	Reverse Dip Bars	\$ 380	20%
Strength Magnum	Rack Options	MG-OPT4	3-peg Band Pegs	\$ 504	20%
Strength Magnum	Rack Options	MG-OPT41	Dual Olympic Bar Storage	\$ 52	20%
Strength Magnum	Rack Options	MG-OPT42	Rotating Chin Handles	\$ 510	20%
Strength Magnum	Rack Options	MG-OPT43	Side Mounted Pull-Up Bar	\$ 416	20%
Strength Magnum	Rack Options	MG-OPT44	Bolt On Olympic Bar Holder (Pair)	\$ 213	20%
Strength Magnum	Rack Options	MG-OPT45	Bolt On Spotters Stand MEGA and A Series	\$ 645	20%



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	Strength Magnum	Rack Options	MG-OPT45S-02	Bolt on Spotter Stands - Compact Double Half Rack for	\$ 302	20%
	Strength Magnum	Rack Options	MG-OPT46-02	Bolt on Front Pegs	\$ 234	20%
	Strength Magnum	Rack Options	MG-OPT5	2-peg Band Pegs	\$ 312	20%
	Strength Magnum	Rack Options	MG-OPT6	Squat Handles (Pair)	\$ 322	20%
	Strength Magnum	Rack Options	MG-OPT7	Step-up Platform	\$ 671	20%
	Strength Magnum	Rack Options	MG-OPT7R	Reverse Step-up Platform	\$ 645	20%
Revised 7/1/2021						
	Group/Category/Frame	Console/Version	Model #	Product Description	MSRP	% Off
	Strength Magnum	Rack Options	MG-OPT8	Technique Scoops	\$ 1,030	20%
	Strength Magnum	Rack Options	MG-OPT8R	Reverse Technique Scoops (Pair)	\$ 874	20%
	Strength Magnum	Rack Options	MG-943-06	Adjustable Pulley:IS	\$ 2,912	20%
	Strength Magnum	Rack Options	MG-FS943-06	Free Standing Adjustable Pulley:IS	\$ 3,494	20%
	Strength Magnum	Rack Options	MG-DP943-06	Dual Adjustable Pulley:IS	\$ 2,891	20%
	Strength Magnum	Rack Options	MG-FSDP943-06	Free Standing Dual Adjustable Pulley:IS	\$ 3,526	20%
	Strength Magnum	Rack Options	MG-944-06	Adjustable Crossover:IS	\$ 5,762	20%
	Strength Magnum	Rack Options	MG-FS944-06	Free Standing Adjustable Crossover:IS	\$ 6,105	20%
	Strength Magnum	Station Options	M99	Wheelchair Seat	\$ 411	20%
<b>Magnum Pro</b>						
	Strength Magnum	Racks	MG-PRO690-02	Professional Half Rack 8" BT	\$ 2,400	35%
	Strength Magnum	Racks	MG-PRO690-7-02	Professional Half Rack 7" BT	\$ 2,364	35%
	Strength Magnum	Racks	MG-PRO690C-02	Professional Half Rack 8" Config Stora	\$ 2,400	35%
	Strength Magnum	Racks	MG-PRO690C-7-02	Professional Half Rack 7" Config Stora	\$ 2,364	35%
<b>Magnum</b>						
	Strength Magnum	Platform	MG-AOSP	MG A-series Optional Spotter Platform	\$ 421	35%
	Strength Magnum	Platform	MG-A691SP-06	Platform, hardwood, 6x8, A691S	\$ 3,120	35%
	Strength Magnum	Platform	MG-A691SP-4-06	Platform, hardwood, 4x8, A691S	\$ 2,652	35%
	Strength Magnum	Platform	MG-MA4794P-06	Platform, hardwood, 6x8, MR47/A47/MR694/A694	\$ 3,234	35%
	Strength Magnum	Platform	MG-MA4794P-4-06	Platform, hardwood, 4x8, MR47/A47/MR694/A694	\$ 2,756	35%
	Strength Magnum	Platform	MG-MA9091P-06	Platform, hardwood, 6x8, MR690/A690/MR691/A691	\$ 3,120	35%
	Strength Magnum	Platform	MG-MA9091P-4-06	Platform, hardwood, 4x8, MR690/A690/MR691/A691	\$ 2,652	35%
	Strength Magnum	Platform	MG-MARP4794-06	Platform, rubber, 6x8, MR47/A47/MR694/A694	\$ 1,612	35%
	Strength Magnum	Platform	MG-MARP4794-4-06	Platform, rubber, 4x8, MR47/A47/MR694/A694	\$ 1,373	35%
	Strength Magnum	Platform	MG-MARP9091-06	Platform, rubber, 6x8, MR690/A690/MR691/A691	\$ 1,466	35%
	Strength Magnum	Platform	MG-MARP9091-4-06	Platform, rubber, 4x8, MR690/A690/MR691/A691	\$ 1,248	35%
	Strength Magnum	Platform	MG-PS86-06	Platform, hardwood, 6x8, stand-alone	\$ 2,205	35%
	Strength Magnum	Platform	MG-RP691S-06	Platform, rubber, 6x8, A691S	\$ 1,466	35%
	Strength Magnum	Platform	MG-RP691S-4-06	Platform, rubber, 4x8, A691S	\$ 1,248	35%
	Strength Magnum	Platform	MG-RP86-06	Platform, rubber, 6x8, stand-alone	\$ 1,394	35%
	Strength Magnum	Platform	MG-PS84-06	4" x 8" Stand-Alone Platform w/Hardwood	\$ 1,789	35%
	Strength Magnum	Platform	MG-RP84-06	4" x 8" Stand-Alone Rubber Platform	\$ 1,165	35%
<b>Magnum Towers</b>						
	Strength Magnum	Towers	MG-921	Lat Pulldown	\$ 3,032	35%
	Strength Magnum	Towers	MG-923	Adjustable Pulley	\$ 2,538	35%
	Strength Magnum	Towers	MG-924	Adjustable Crossover	\$ 4,909	35%
	Strength Magnum	Towers	MG-926	Low Row	\$ 3,110	35%
	Strength Magnum	Towers	MG-936	Rear Delt / Fly	\$ 3,968	35%
	Strength Magnum	Towers	MG-937	Dip / Chin Assist	\$ 3,962	35%
	Strength Magnum	Towers	MG-942	Triceps Pushdown	\$ 2,444	35%
	Strength Magnum	Towers	MG-946	Lat Pulldown / Low Row	\$ 3,286	35%
	Strength Magnum	Towers	MG-947	Biceps / Triceps	\$ 2,720	35%
	Strength Magnum	Free-Standing Towers	MG-FS921	Free-standing Lat Pulldown	\$ 3,120	35%
	Strength Magnum	Free-Standing Towers	MG-FS923	Free-standing Adjustable Pulley	\$ 3,021	35%
	Strength Magnum	Free-Standing Towers	MG-FS924	Free-standing Adjustable Crossover	\$ 4,888	35%
	Strength Magnum	Free-Standing Towers	MG-FS926	Free-standing Low Row	\$ 3,193	35%
	Strength Magnum	Free-Standing Towers	MG-FS936	Free-standing Rear Delt / Fly	\$ 4,040	35%
	Strength Magnum	Free-Standing Towers	MG-FS937	Free-standing Dip / Chin Assist	\$ 4,040	35%
	Strength Magnum	Free-Standing Towers	MG-FS942	Free-standing Triceps Pushdown	\$ 2,704	35%
	Strength Magnum	Free-Standing Towers	MG-FS946	Free-standing Lat Pulldown / Low Row	\$ 3,396	35%
	Strength Magnum	Free-Standing Towers	MG-FS947	Free-standing Biceps / Triceps	\$ 2,948	35%
	Strength Magnum	Free-Standing Towers	MG-FSDP921	Free-standing Dual-pulley Lat Pulldown	\$ 3,604	35%
	Strength Magnum	Free-Standing Towers	MG-FSDP923	Free-standing Dual Adjustable Pulley	\$ 3,068	35%
	Strength Magnum	Free-Standing Towers	MG-FSDP926	Free-standing Dual-pulley Low Row	\$ 3,666	35%
<b>Varsity</b>						
	Strength Varsity	Functionl Trainer	VY-6044	Functional Trainer 2:1	\$ 4,259	28%
	Strength Varsity	Functionl Trainer	VY-6047	Functional Trainer 4:1	\$ 4,664	28%
	Strength Varsity	Functionl Trainer	VY-FTHP	Handle Package for Functional Trainer 6044 and 6047	\$ 572	28%
<b>Varsity Plate-</b>						
	Strength Varsity	Plate-Loaded	VY-400	Perfect Squat	\$ 2,985	28%

**RFP # JGM-1124 Athletic Fitness Equipment, Strength &  
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Revised 7/1/2021						
	Group/Category/Frame	Console/Version	Model #	Product Description	MSRP	% Off
	Strength Varsity	Plate-Loaded	VY-401	Leg Extension	\$ 2,449	28%
	Strength Varsity	Plate-Loaded	VY-402	Prone Leg Curl	\$ 2,413	28%
	Strength Varsity	Plate-Loaded	VY-431	Biceps Curl	\$ 2,376	28%
	Strength Varsity	Plate-Loaded	VY-432	Triceps Extension	\$ 2,335	28%
	Strength Varsity	Plate-Loaded	VY-M49	Angled Smith Machine	\$ 4,696	28%
Varsity Platforms						
	Strength Varsity	Platform	VY-D4794P-06	Platform, hardwood, 6x8, D47/D694	\$ 3,370	28%
	Strength Varsity	Platform	VY-D4794P-4-06	Platform, hardwood, 4x8, D47/D694	\$ 2,860	28%
	Strength Varsity	Platform	VY-D690P-06	Platform, hardwood, 6x8, D690	\$ 3,214	28%
	Strength Varsity	Platform	VY-D690P-4-06	Platform, hardwood, 4x8, D690	\$ 2,735	28%
	Strength Varsity	Platform	VY-D691P-06	Platform, hardwood, 6x8, D691	\$ 3,120	28%
	Strength Varsity	Platform	VY-D691P-4-06	Platform, hardwood, 4x8, D691	\$ 2,652	28%
	Strength Varsity	Platform	VY-DRP4794-06	Platform, rubber, 6x8, D47/D694	\$ 1,518	28%
	Strength Varsity	Platform	VY-DRP4794-4-06	Platform, rubber, 4x8, D47/D694	\$ 1,290	28%
	Strength Varsity	Platform	VY-DRP90-06	Platform, rubber, 6x8, D690	\$ 1,404	28%
	Strength Varsity	Platform	VY-DRP90-4-06	Platform, rubber, 4x8, D690	\$ 1,186	28%
	Strength Varsity	Platform	VY-DRP91-06	Platform, rubber, 6x8, D691	\$ 1,394	28%
	Strength Varsity	Platform	VY-DRP91-4-06	Platform, rubber, 4x8, D691	\$ 1,175	28%
	Strength Varsity	Platform	MG-OPT11-04	Platform Ramp	\$ 135	28%
	Strength Varsity	Platform	MG-MOPT29P-04	MR Rack Bench Docking Kit	\$ 54	28%
Varsity						
	Strength Varsity	Racks	VY-D47	Power Rack 8' (no spotter stands)	\$ 3,364	35%
	Strength Varsity	Racks	VY-D690	Half Rack 76" Tall (no spotter stands)	\$ 2,699	35%
	Strength Varsity	Racks	VY-D690-7	Half Rack 7' (no spotter stands)	\$ 2,460	35%
	Strength Varsity	Racks	VY-D691	Double Half Rack 8'	\$ 4,342	35%
	Strength Varsity	Racks	VY-D694	Multi Rack 76" Tall (no spotter stands)	\$ 2,772	35%
	Strength Varsity	Rack Options	VY-DOPT1	J-Hooks (Pair)	\$ 385	25%
	Strength Varsity	Rack Options	VY-DOPT29	Docking Kit Varsity Rack w/o Platform	\$ 52	25%
	Strength Varsity	Rack Options	VY-DOPT29P	Docking Kit Varsity Rack with Platform	\$ 47	25%
	Strength Varsity	Rack Options	VY-DOPT31-02	Battle Rope Attachment - Varsity Racks	\$ 140	25%
	Strength Varsity	Rack Options	VY-DOPT45S-02	Spotter Stands	\$ 338	25%
	Strength Varsity	RackOptions	MG-OPT14U	Name Plate (Universal Mount)	\$ 400	25%
	Strength Varsity	RackOptions	MG-OPT23	Safety Arm Storage	\$ 203	25%
	Strength Varsity	RackOptions	VY-DOPT13	Land Mine Attachment	\$ 286	25%
	Strength Varsity	RackOptions	VY-DOPT1R	Reverse J-hooks (Pair)	\$ 385	25%
	Strength Varsity	RackOptions	VY-DOPT3	Dip Bars	\$ 473	25%
	Strength Varsity	RackOptions	VY-DOPT3R	Reverse Dip Bars	\$ 473	25%
	Strength Varsity	RackOptions	VY-DOPT4	3-peg Band Pegs	\$ 504	25%
	Strength Varsity	RackOptions	VY-DOPT44	Bolt On Olympic Bar Holder (Pair)	\$ 208	25%
	Strength Varsity	RackOptions	VY-DOPT5	2-peg Band Pegs	\$ 333	25%
Varsity Dual Free	ghts					
	Strength Varsity	Selectorized / Duals Free	VY-D306	Horizontal Plate Rack (Ridge Black Color Only)	\$ 400	25%
	Strength Varsity	Selectorized / Duals Free	VY-D59	Flat Bench	\$ 392	25%
	Strength Varsity	Selectorized / Duals Free	VY-D61	Adjustable Decline	\$ 725	25%
	Strength Varsity	Selectorized / Duals Free	VY-D62	Preacher Curl-Seated	\$ 537	25%
	Strength Varsity	Selectorized / Duals Free	VY-D63C	Vertical Knee Raise w/Chin	\$ 1,300	25%
	Strength Varsity	Selectorized / Duals Free	VY-D67C	Weight Tree	\$ 310	25%
	Strength Varsity	Selectorized / Duals Free	VY-D67H	Weight Tree w/ Olympic Bar Holders	\$ 365	25%
	Strength Varsity	Selectorized / Duals Free	VY-D68	Barbell Rack	\$ 825	25%
	Strength Varsity	Selectorized / Duals Free	VY-D695	Flat-to-incline Bench w/Horizontal Adjustment	\$ 1,220	25%
	Strength Varsity	Selectorized / Duals Free	VY-D697	2-tier Hex Dumbbell Rack	\$ 869	25%
	Strength Varsity	Selectorized / Duals Free	VY-D70	10-pair Dumbbell Rack	\$ 790	25%
	Strength Varsity	Selectorized / Duals Free	VY-D77	Adjustable Ab Bench	\$ 945	25%
	Strength Varsity	Selectorized / Duals Free	VY-D78	Olympic Flat Bench	\$ 890	25%
	Strength Varsity	Selectorized / Duals Free	VY-D79	Olympic Incline Bench	\$ 1,180	25%
	Strength Varsity	Selectorized / Duals Free	VY-D85A	Multi-adjustable Bench	\$ 859	25%
	Strength Varsity	Selectorized / Duals Free	VY-D85AK-02	VY-D85A Kickstand	\$ 94	25%
	Strength Varsity	Selectorized / Duals Free	VY-D85AOK-02	VY-D85A Kickstand w/ Plasma Rack	\$ 135	25%
	Strength Varsity	Selectorized / Duals Free	VY-D86	Multi-adjustable Bench w/Decline	\$ 1,010	25%
	Strength Varsity	Selectorized / Duals Free	VY-D87	Utility Bench	\$ 425	25%
	Strength Varsity	Selectorized / Duals Free	VY-D93	Back Extension Bench	\$ 615	25%
	Strength Varsity	Selectorized / Duals Free	VY-D96	Glute Ham Bench	\$ 1,305	25%



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10/6/2021**

Repair Costs: \$160 per hour for the first hour and travel; \$120 each additional hour (proated to the half hour).

**AGREEMENT  
PUBLICLY ACCESSIBLE CONTRACT (PAC)**

This Agreement, effective the 19<sup>th</sup> day of October 2021, is by and between the Rector and Visitors of James Madison University (the “University”), on behalf of the Virginia Higher Education Procurement Consortium (the “Consortium”) (collectively the "University"), and Johnson Health Tech NA dba Matrix Fitness, (“Vendor”).

**TERM**

The initial term of this agreement is from November 1, 2021 to October 31, 2022 with 4 one-year renewal options, and an expected final expiration date of October 31, 2026. This end date coincides with the Primary Agreement’s (UCPJMU6156) end date.

**WITNESS**

WHEREAS, the University and Vendor have executed an agreement, UCPJMU6156, dated October 19, 2021 (the “Primary Agreement”), and included in the Primary Agreement is a third-party access / cooperative clause. Now therefore, the University and Vendor wish to express in this Agreement the specific terms that will allow third party access to the Primary Agreement.

Accordingly, and in consideration of the mutual premises and provisions hereof, the parties hereby agree as follows:

- I. Vendor will:
  - A. Pay the University 1% of all sales to accessing entities outside of the Consortium membership associated with the Primary Agreement (as the “PAC Annual Fee”). The PAC Annual Fee will be paid in exchange for marketing services provided by the University and the Consortium described below in Section II. .
  - B. Fully support this marketing relationship by promoting the availability of the Primary Agreement to non-Consortium entities;
  - C. Provide quarterly sales reports detailing the amount of sales to each non-Consortium accessing entity; and
- II. The University/Consortium will:
  - A. Promote the Primary Agreement on its website and through other channels (e.g., conferences) to non-Consortium members
  - B. Maintain an approved version of [Vendor]’s logo on the Consortium website



### III. Payment

- A. Payment of PAC Annual Fee will arrive at the University no later than October 31<sup>st</sup> of each year. The University and Consortium will share the payments equally and allocate payments to the appropriate accounts.

In the event of early termination of the Primary Agreement, this residual payment will arrive at the University no later than 45 calendar days from termination date of the Primary Agreement.

- B. Payment of PAC Annual Fee will take the form of a check. Checks will be made payable to the University of Virginia and sent to:

Constance Alexander, Office Manager  
Procurement and Supplier Diversity Services  
University of Virginia, Carruthers Hall  
PO Box 400202  
1001 N. Emmet Street  
Charlottesville, VA 22904

### IV. Notices

Any notice required or permitted to be given under this Agreement will be in writing and will be deemed duly given: (1) if delivered personally, when received; (2) if sent by recognized overnight courier service, on the date of the receipt provided by such courier service; (3) if sent by registered mail, postage prepaid, return receipt requested, on the date shown on the signed receipt; or (4) if sent by electronic mail, when received (as verified by the email date and time) if delivered no later than 4:00 p.m. (receiver's time) on a business day or on the next business day if delivered (as verified by sender's machine) after 4:00 p.m. (receiver's time) on a business day or on a non-business day. All such notices will be addressed to a party at such party's address or facsimile number as shown below.

If to the University:

Garrett Morris, Buyer Senior  
JMU Procurement Services  
752 Ott Street, MSC 5720, 1<sup>st</sup> Floor  
Harrisonburg, VA 22807

If to Vendor:

Dave Detweiler

Matrix Fitness  
1600 Landmark Drive  
Cottage Grove, WI 53527  
Dave.detweiler@matrixfitness.com

**ACCEPTANCE**

**For James Madison University**

**For Johnson Health Tech NA  
dba Matrix Fitness**

  
\_\_\_\_\_  
Garrett Morris

Buyer Senior

10/19/2021  
Date

Dave R Detweiler

Dave Detweiler

North Atlantic District Manager

10/19/2021  
Date

Agreement #: UCPJMU6156-PAC



# Request for Proposal

## **RFP# JGM-1124**

**Athletic Fitness Equipment, Strength &  
Conditioning Equipment, Apparel, & Related  
Services**

**June 28, 2021**



# **REQUEST FOR PROPOSAL**

## **RFP# JGM-1124**

**Issue Date:** 06/28/2021

**Title:** Athletic Fitness Equipment, Strength & Conditioning Equipment, Apparel, & Related Services

**Issuing Agency:** Commonwealth of Virginia  
James Madison University  
Procurement Services MSC 5720  
752 Ott Street, Wine Price Building  
First Floor, Suite 1023  
Harrisonburg, VA 22807

**Period of Contract:** From Date of Award Through One Year (Renewable)

**Sealed Proposals Will Be Received Until 2:00 PM on Monday, July 19, 2021 for Furnishing The Services Described Herein.**

*SEALED PROPOSALS MAY BE MAILED, EXPRESS MAILED, OR HAND DELIVERED DIRECTLY TO THE ISSUING AGENCY SHOWN ABOVE.*

All Inquiries For Information And Clarification Should Be Directed To: Garrett Morris, Buyer Senior, Procurement Services, [morrisg@jmu.edu](mailto:morrisg@jmu.edu); 540-568-4501; (Fax) 540-568-7935 not later than five business days before the proposal closing date.

**NOTE: THE SIGNED PROPOSAL AND ALL ATTACHMENTS SHALL BE RETURNED.**

In compliance with this Request for Proposal and to all the conditions imposed herein, the undersigned offers and agrees to furnish the goods/services in accordance with the attached signed proposal or as mutually agreed upon by subsequent negotiation.

Name and Address of Firm:

Johnson Health Tech NA dba Matrix Fitness

1600 Landmark Drive

Cottage Grove, WI 53537

By:

  
(Signature in Ink)

Name: David R Detweiler

(Please Print)

Date: 7/15/2021

Title: North Atlantic District Manager

Web Address: www.matrixfitness.com

Phone: 240-397-0464

Email: Dave.detweiler@matrixfitness.com

Fax #: N/A

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1 den #2 den #3 den #4 \_\_\_\_\_ #5 \_\_\_\_\_ (please initial)

SMALL, WOMAN OR MINORITY OWNED BUSINESS:  
Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against an offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.



James Madison University  
RFP JGM-1124

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#### IV. Statement of Needs

- A. Links for all Matrix Fitness Equipment brochures can be found below and published price list can be found in Section X. Pricing Schedule as an attachment.

Matrix Strength Brochure

<https://johnsonfit.box.com/s/43d208zsf38ixt96z7a9u7iiqtxk9b9l>

Matrix Cardio Brochure

<https://johnsonfit.box.com/s/cqy3w8q2i9nopwwkttatp5uokm7d60uh>

Matrix Group Training Brochure

<https://johnsonfit.box.com/s/d0jsrsato49vqsdnwfgewlsd837vfe7>

- B. No free annual allotments will be available
- C. Trade in of existing fitness equipment will be offered at a fair market price determined by age and condition as well as other factors. Matrix will always shop for the best trade-in price at time of offer.
- D. Matrix will offer additional discounts for large scale purchases above the “not to exceed pricing”.
- E. Important Contacts for Matrix Fitness can be found below
- a. Ordering: Dave Detweiler, North Atlantic District Manager [dave.detweiler@matrixfitness.com](mailto:dave.detweiler@matrixfitness.com)  
cell [REDACTED]
  - b. Invoicing: [MatrixAR@johnsonfit.com](mailto:MatrixAR@johnsonfit.com)
  - c. Customer Service: [eastsupport@matrixfitness.com](mailto:eastsupport@matrixfitness.com) Sam Adolt, National Field Service Manager  
[sam.adolt@matrixfitness.com](mailto:sam.adolt@matrixfitness.com)
- F. Dave Detweiler, North Atlantic District Manager, will be main point of contact for sales, administration, communication and enforcement of this agreement. He will work in conjunction with additional sales representatives in Virginia as well as our College Recreation East Region Director. Dave has 25 plus years experience working for major fitness equipment manufacturers including the last 11 with Matrix Fitness working with universities and colleges in the Mid Atlantic area.

Rebecca Peoples is our Collegiate Recreation, East Region Director for Matrix Fitness working closely with the US commercial sales team to provide colleges and universities with products and tools that increase their community building and wellness initiatives. With 20 years of coaching experience, she has a proven track record teaching and mentoring college students and athletes.

(F.continued)

Over the last 5 years, Rebecca has been successfully harnessing her expertise with managing sales and strategic customer service on the vendor side. By having a deep understanding of her customer's needs, she has been able to deliver unique solutions for collegiate recreation facilities.

Matrix is further supported in Virginia with Rob Colls, Vertical Market Sales Manager as well as Anthony Barnes and Mike Pfalzgraf, Vertical Market Sales Representatives.

Our expertise is best utilized when brought in early to collaborate on projects and gather as much information as possible to maximize our collegiate customers needs and desires. We are constantly looking for ways to engage your student workers along with your professional staff.

- G. Communication on pending fitness equipment orders is best handled between the sales representative handling the sale and the JMU representative responsible in that department. We ensure that we manage initial expectations along with regular updates.
- H. Matrix employs several direct service technicians equipped with company vans and parts lockers. Service support can be requested by contacting our Customer Technical Support (CTS) professionals via phone, email, text chat or our Matrix Service App. Once service request is placed it is our goal to have initial response from technician within 48 hours to arrange service. In addition, we work with several independent service technicians in Virginia and we are always open to training/certifying your on-site professional staff.
- I. Matrix prides itself in our education especially when it comes to our college recreation partners. We have certifications available for small group training (SGT), indoor cycling and our exclusive SPRINT 8 Program. In addition, we are always available for initial and ongoing product training for both your student and professional staff. Matrix also has available an extensive education on-line library through our Matrix Learning Center.
- J. The installation process for fitness equipment involves a team of Matrix Fitness professionals and relies on all parties fully understand expectations. A delivery date will be set with pertinent staff. Our on time delivery commitment plan is implemented to assure compliance of ordering within our stated lead times.
  - a. The four (4) requirements requested of the university prior to delivery are:
    - i. Flooring is in place
    - ii. Electricity is "live" to the equipment for testing purposes
    - iii. Loading area and elevator (where available) are available for drivers
    - iv. A site survey is provided to determine manpower needed
  - b. Delivery and Installation

Matrix equipment will be shipped from appropriate warehouse. Prior to delivery all equipment will be built and tested prior to installation as well as inspect any equipment

(J. delivery/installation continued)

for damage from transit. Any damages are addressed prior to delivery with any replacement pieces needed to insure all products arrive in new, unused condition. All equipment is pre-built with possible exceptions of strength that may need to be built onsite for entry into facilities. This process eliminates any excess packaging or trash removal from the facility. Our installation team will connect all units to the existing cable TV system, network and do all programming. All cardio pieces are fully programmed and connected to the WiFi/internet if applicable. All serial numbers and facility information is entered into all cardio pieces during the assembly and installation process. Every piece is then tested, wiped down and ready for operation.

Freight and Installation charges are clearly noted at time of RFP and/or proposal for requested equipment. These will be noted on Section X pricing schedule.

- K. There are no charges for sample items. Demo units for fitness equipment are available for a period of 30- 60 days.
- L. N/A
- M. Present (07/21) lead times for Matrix equipment is 8-10 weeks for cardio and strength equipment. This is not our standard lead time as we are generally four (4) weeks on cardio equipment and six (6) weeks on strength equipment. We always work closely with staff and purchasing to communicate realistic lead times based on present information.
- N. Matrix has two large east coast distribution centers located in Atlanta, GA and Wilkes Barre, PA to insure timely turn around. These distribution centers are in excess of 250,000 square feet each. In addition, we operate our North Atlantic District warehouse in Manassas, VA with a full installation team.
- O. If the product is defective, incorrectly ordered or shipped products can be returned. If the product is received as an overage or the order is duplicated and shipped in error as noted on the shipping documents product can be returned. If university/college decides it does not want a particular piece of equipment once delivered arrangements can be made with possible appropriate charges as noted in Section X pricing schedule.
- P. Matrix Fitness as one of the best standard warranties in the industry with three years parts and three years labor. There are exceptions noted on warranty attachment found at end of this document. Please note that extended warranties of 4/4 and 5/5 are available.
- Q. Matrix Fitness as the commercial brand of Johnson Health Tech, Ltd. (JHT) Has been manufacturing commercial fitness equipment for twenty years. JHT has been manufacturing fitness equipment since 1975. JHT has earned both ISO 9000, 9001 and ISO 14000 quality certifications and operates under the six sigma guidelines. JHT is a vertically integrated manufacturer. This allows to control the entire manufacturing process in meeting and exceeding all industry standards as well as offer industry leading warranties. Our engineering and quality teams have drafted and implemented a standard operating procedure (SOP) with a contract firm that specializes in manufacturing inspection and quality control.



- R. Replacement of defective, broken or damaged fitness equipment is handled the majority of the time prior to installation. If need to be returned every effort is made to be done in a timely manner pending product availability.
- S. N/A
- T. N/A
- U. N/A
- V. N/A

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## Section V. Paragraph B – Specific Proposal Instructions

### 3. Written Narrative Statement

Matrix Fitness is the industry's fastest growing manufacturer of commercial fitness equipment and a favorite choice of facilities worldwide. We have grown to be on of the leading fitness equipment brands through new product development, continuous innovation, strategic partnerships, distribution excellence and forward-thinking business solutions for our customers.

Our vision is to be the leading global provider of products that contribute to health and well-being, and our mission is to delight and excite our customers through truly innovative products, unsurpassed quality, and best in class customer experience provided by a world class organization.

Matrix Fitness is seeking to become a long-term partner with JMU and VASCUPP by providing a turnkey solution that includes:

1. Providing industry leading cardiovascular and strength training equipment
2. Competitive pricing, warranty and support
3. Seamless installation
4. Dedicated account management
5. Extensive training and development on equipment

We have partnered with colleges and universities of all sizes throughout the US for the past twenty years. With all you do to serve your diverse campus community, you deserve a partner that is just as committed. Choosing Matrix gets you more than lasting quality equipment, accessible technology and performance that delights your campus community. From offering a uniform solution to installing the perfect mix of products to education your pro staff and student workers, Matrix is committed to working with you in ways that make a difference.

Thank you,

Dave Detweiler  
North Atlantic District Manager  
240-397-0464  
[dave.detweiler@matrixfitness.com](mailto:dave.detweiler@matrixfitness.com)

Rebecca Peoples  
Collegiate Recreation, East Region Manager  
404-558-9075  
[rebecca.peoples@matrixfitness.com](mailto:rebecca.peoples@matrixfitness.com)

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Section X. Pricing Schedule

IV. Statement of Needs

H. Potential costs associated with service support/repair process would occur after the warranty period has expired. See attachment at end of RFP. These would be potential trip charges and/or parts charges for items.

I. Education and training are vital to our mission at Matrix and especially around our College and University Recreation partners. All initial equipment trainings will be performed at no cost as one of our highly trained sales representatives would be on-site when needed. Additional potential costs for certifications, which include CEC/CEU's, could include the following:

i. Matrix SPRINT 8 Certification	\$1750
ii. Matrix Ride Certification	\$2695
iii. MX4 SGT and Active Certification	\$2995

J. Freight and Install (F&I) for RFP JGM-1124 will be set at 10% of the final cost of the equipment. This cost will cover the professional installation process outlined in section IV paragraph J.

Revised 7/1/2021						
	Group/Category/Frame	Console/Version	Model #	Product Description	MSRP	% Off
Cardio Upcharge	Cardio Add-On per unit	RFID/Gym Kit	RFID	RFID (Upcharge when added)	\$ 300	35%
	Cardio Add-On per unit	AM - Use when WIFI Needed	DATA	Asset Management Data Fee (charge per unit)	\$ 69	35%
	Cardio Add-On per unit	MYE (900 MHZ)	MC3R-9LK	MYE Wireless Audio Receiver - Programmed	\$ 199	35%
	Cardio Add-On per unit	MYE (900 MHZ)	MWTD-S9	MYE Wireless Audio Digital Transmitter	\$ 399	35%
	Cardio Technology	APP	ZMT4000027	Workout Tracking Mobile App - 1 Year Add On to Existing App	\$ 2,388	35%
	Cardio Technology	APP	ZMT4000028	Workout Tracking Mobile App - 2 Years (Minimum Required to	\$ 4,776	35%
	Cardio Technology	APP	ZMT4000029	Workout Tracking Mobile App - 3 Years	\$ 7,164	35%
	Cardio Technology	APP	ZMT4000030	Workout Tracking Mobile App - 4 Years	\$ 9,552	35%
	Cardio Technology	APP	ZMT4000031	Workout Tracking Mobile App - 5 Years	\$ 11,990	35%
	Cardio Technology	PTP	ZMT4000052	Personal Trainer Portal 1 Year	\$ 4,995	35%
	Cardio Technology	PTP	ZMT4000179	PTP Fee Annual Maintenance (after 1st Year)	\$ 750	35%
	Cardio Entertainment	Brackets	Climbmil only	TV Bracket for Climbmil	\$ 215	35%
	Cardio Entertainment	Brackets	All Other Cardio	TV Bracket HURESAT;	\$ 215	35%
	Cardio Entertainment	TV	ZMD4009918	Matrix MYE 15.6" TV	\$ 1,740	35%
	Cardio Add-On	Performance	1000437122	Performance Service Casters (L&R)	\$ 165	35%
	Education Training	Krank	KC-TRAIN1	Krankcycle Start-Up Kit	\$ 129	35%
	Education Training	Matrix Ride	ZMT4000178	Matrix Ride Instructor Training	\$ 2,695	35%
	Education Training	MX4	MX4ACTG	MX4 Active 5 hr training - group	\$ 2,250	35%
	Education Training	MX4	MX4ACT1	MX4 Active online - single	\$ 100	35%
	Education Training	MX4	MX4MS	MX4 Program Support	\$ 1,500	35%
	Education Training	MX4	MX4SAS	MX4 Sm Gr + Active Support	\$ 2,000	35%
	Education Training	MX4	MX4SGAC	MX4 Sm Gr + Active 8 hour training - group	\$ 2,995	35%
	Education Training	MX4	MX4SGM	MX4 Small Group 5-hr Training-Group - 4 people/ bay	\$ 2,250	35%
	Education Training	MX4		MX4 Active Program Support	\$ 1,200	35%
	Education Training	Sprint 8	S8GT	Sprint 8 (2)hr Instructor Training (team of 10+)	\$ 1,750	35%
	Education Training	Sprint 8	S8IT	Sprint 8 (2)hr Instructor Training (1 person)	\$ 199	35%
	Workout Tracking	ZMT4000271	WTN IMPL-CONTAIN	WTN Implement Fee Per Brand Container App	\$ 199	35%
	Workout Tracking	ZMT4000272	WTN SV1Y-C/E ADD	WTN Service 1YR Container/Enterprise Add	\$ 1,188	35%
	Workout Tracking	ZMT4000273	WTN SV2Y-C/E ADD	WTN Service 2YR Container/Enterprise Add	\$ 2,350	35%
	Workout Tracking	ZMT4000274	WTN SV3Y-C/E ADD	WTN Service 3YR Container/Enterprise Add	\$ 3,420	35%
	Workout Tracking	ZMT4000275	WTN SV4Y-C/E ADD	WTN Service 4YR Container/Enterprise Add	\$ 4,320	35%
	Workout Tracking	ZMT4000276	WTN SV5Y-C/E ADD	WTN Service 5YR Container/Enterprise Add	\$ 5,300	35%
	Workout Tracking	ZMT4000277	WTN IMPL-ENTERPR	WTN Implement Fee Per Brand Enterprise App	\$ 499	35%
	Workout Tracking	ZMT4000278	WTN SV1Y ENT 1ST	WTN Service 1YR Enterprise 1st Location	\$ 2,970	35%
	Workout Tracking	ZMT4000279	WTN SV2Y ENT 1ST	WTN Service 2YR Enterprise 1st Location	\$ 5,875	35%
	Workout Tracking	ZMT4000280	WTN SV3Y ENT 1ST	WTN Service 3YR Enterprise 1st Location	\$ 8,550	35%
	Workout Tracking	ZMT4000281	WTN SV4Y ENT 1ST	WTN Service 4YR Enterprise 1st Location	\$ 10,800	35%
	Workout Tracking	ZMT4000282	WTN SV5Y ENT 1ST	WTN Service 5YR Enterprise 1st Location	\$ 13,250	35%
Cardio	Performance+ Treadmill	TouchXL	T-PP-TouchXL	MX Performance Plus TouchXL Treadmill	\$ 19,030	47%
	Performance+ Treadmill	Touch	T-PP-Touch	Matrix Performance Plus Touch Treadmill	\$ 17,970	47%
	Performance+ Treadmill	Premium LED	T-PP-PLED	MX Performance Plus Prem. LED Treadmill	\$ 13,730	47%
	Performance+ Treadmill	GT LED	T-PP-GTLED	Matrix Performance Plus GT LED Treadmill	\$ 12,710	47%
	Performance+ Treadmill	LED	T-PP-LED	Matrix Performance Plus LED Treadmill	\$ 12,710	47%
	Performance Treadmill	TouchXL	T-PS-TouchXL	Matrix Performance TouchXL Treadmill	\$ 16,630	47%
	Performance Treadmill	Touch	T-PS-Touch	Matrix Performance Touch Treadmill	\$ 15,425	47%
	Performance Treadmill	Premium LED	T-PS-PLED	Matrix Performance Premium LED Treadmill	\$ 10,655	47%
	Performance Treadmill	GT LED	T-PS-GTLED	Matrix Performance GT LED Treadmill	\$ 9,535	47%
	Performance Treadmill	LED	T-PS-LED	Matrix Performance LED Treadmill	\$ 9,535	47%
	Endurance Treadmill	TouchXL	T-ES-TouchXL	Matrix Endurance TouchXL Treadmill	\$ 14,790	47%
	Endurance Treadmill	Touch	T-ES-Touch	Matrix Endurance Touch Treadmill	\$ 13,570	47%
	Endurance Treadmill	Premium LED	T-ES-PLED	Matrix Endurance Premium LED Treadmill	\$ 8,800	47%
	Endurance Treadmill	GT LED	T-ES-GTLED	Matrix Endurance GT LED Treadmill	\$ 7,685	47%
	Endurance Treadmill	LED	T-ES-LED	Matrix Endurance LED Treadmill	\$ 7,685	47%
	Lifestyle Treadmill	TouchXL	T-LS-TouchXL	Matrix Lifestyle TouchXL Treadmill	\$ 10,600	47%
	Lifestyle Treadmill	Touch	T-LS-Touch	Matrix Lifestyle Touch Treadmill	\$ 9,540	47%
	Lifestyle Treadmill	Premium LED	T-LS-PLED	Matrix Lifestyle Premium LED Treadmill	\$ 5,515	47%
	Lifestyle Treadmill	LED	T-LS-LED	Matrix Lifestyle LED Treadmill	\$ 4,560	47%
	Lifestyle Treadmill	GT LED	T-LS-GTLED	Matrix Lifestyle GT LED Treadmill	\$ 4,560	47%
	Performance Climbmil	TouchXL	CM-PS-TouchXL	Matrix Performance TouchXL Climbmil	\$ 16,845	47%
	Performance Climbmil	Touch	CM-PS-Touch	Matrix Performance Touch Climbmil	\$ 15,710	47%
Revised 7/1/2021						
	Group/Category/Frame	Console/Version	Model #	Product Description	MSRP	% Off
	Performance Climbmil	Premium LED	CM-PS-PLED	Matrix Performance Premium LED Climbmil	\$ 11,185	47%
	Performance Climbmil	GT LED	CM-PS-GTLED	Matrix Performance GT LED Climbmil	\$ 10,095	47%
	Performance Climbmil	LED	CM-PS-LED	Matrix Performance LED Climbmil	\$ 10,095	47%
	Endurance Climbmil	TouchXL	CM-ES-TouchXL	Matrix Endurance TouchXL Climbmil	\$ 15,850	47%
	Endurance Climbmil	Touch	CM-ES-Touch	Matrix Endurance Touch Climbmil	\$ 14,710	47%
	Endurance Climbmil	Premium LED	CM-ES-PLED	Matrix Endurance Premium LED Climbmil	\$ 10,165	47%
	Endurance Climbmil	GT LED	CM-ES-GTLED	Matrix Endurance GT LED Climbmil	\$ 9,090	47%
	Endurance Climbmil	LED	CM-ES-LED	Matrix Endurance LED Climbmil	\$ 9,090	47%
	Lifestyle Climbmil	TouchXL	CM-LS-TouchXL	Matrix Lifestyle TouchXL Climbmil	\$ 12,825	47%
	Lifestyle Climbmil	Touch	CM-LS-Touch	Matrix Lifestyle Touch Climbmil	\$ 11,765	47%

	Lifestyle ClimbMill	Premium LED	CM-LS-PLED	Matrix Lifestyle Premium LED Climbmill	\$ 7,740	47%
	Lifestyle ClimbMill	LED	CM-LS-LED	Matrix Lifestyle LED Climbmill	\$ 6,785	47%
	Lifestyle ClimbMill	GT LED	CM-LS-GTLED	Matrix Lifestyle GT LED Climbmill	\$ 6,785	47%
	Endurance Stepper	Touch	S-ES-Touch	Matrix Endurance Touch Stepper	\$ 11,050	40%
	Endurance Stepper	Premium LED	S-ES-PLED	Matrix Endurance Premium LED Stepper	\$ 6,495	40%
	Endurance Stepper	GT LED	S-ES-GTLED	Matrix Endurance GT LED Stepper	\$ 5,435	40%
	Endurance Stepper	LED	S-ES-LED	Matrix Endurance LED Stepper	\$ 5,435	40%
	Performance Ascent Trainer	Touch	A-PS-Touch	Matrix Performance Touch Ascent	\$ 15,320	40%
	Performance Ascent Trainer	Premium LED	A-PS-PLED	Matrix Performance Premium LED Ascent	\$ 10,785	40%
	Performance Ascent Trainer	GT LED	A-PS-GTLED	Matrix Performance GT LED Ascent	\$ 9,725	40%
	Performance Ascent Trainer	LED	A-PS-LED	Matrix Performance LED Ascent	\$ 9,725	40%
	Performance Lower-body	Touch	ALB-PS-Touch	MX Performance Touch Lower Body Ascent	\$ 15,330	40%
	Performance Lower-body	Premium LED	ALB-PS-PLED	MX Performance Prem. LED Low Body Ascent	\$ 10,785	40%
	Performance Lower-body	GT LED	ALB-PS-GTLED	MX Performance GT LED Lower Body Ascent	\$ 9,725	40%
	Performance Lower-body	LED	ALB-PS-LED	Matrix Performance LED Lower Body Ascent	\$ 9,725	40%
	Performance Suspension	Touch	EP-PS-Touch	Matrix Performance Touch Elliptical	\$ 12,815	40%
	Performance Suspension	Premium LED	EP-PS-PLED	MX Performance Premium LED Elliptical	\$ 8,260	40%
	Performance Suspension	GT LED	EP-PS-GTLED	Matrix Performance GT LED Elliptical	\$ 7,200	40%
	Performance Suspension	LED	EP-PS-LED	Matrix Performance LED Elliptical	\$ 7,200	40%
	Endurance Suspension Elliptical	Touch	EP-ES-Touch	Matrix Endurance Touch Elliptical	\$ 11,290	40%
	Endurance Suspension Elliptical	Premium LED	EP-ES-PLED	Matrix Endurance Premium LED Elliptical	\$ 6,730	40%
	Endurance Suspension Elliptical	GT LED	EP-ES-GTLED	Matrix Endurance GT LED Elliptical	\$ 5,670	40%
	Endurance Suspension Elliptical	LED	EP-ES-LED	Matrix Endurance LED Elliptical	\$ 5,670	40%
	Lifestyle Suspension Elliptical	Touch	EP-LS-Touch	Matrix Lifestyle Touch Elliptical	\$ 8,850	40%
	Lifestyle Suspension Elliptical	Premium LED	EP-LS-PLED	Matrix Lifestyle Premium LED Elliptical	\$ 4,825	40%
	Lifestyle Suspension Elliptical	LED	EP-LS-LED	Matrix Lifestyle LED Elliptical	\$ 3,870	40%
	Lifestyle Suspension Elliptical	GT LED	EP-LS-GTLED	Matrix Lifestyle GT LED Elliptical	\$ 3,870	40%
	Performance Hybrid Cycle	Touch	H-PS-Touch	Matrix Performance Touch Hybrid	\$ 10,785	40%
	Performance Hybrid Cycle	Premium LED	H-PS-PLED	Matrix Performance Premium LED Hybrid	\$ 6,245	40%
	Performance Hybrid Cycle	GT LED	H-PS-GTLED	Matrix Performance GT LED Hybrid	\$ 5,170	40%
	Performance Hybrid Cycle	LED	H-PS-LED	Matrix Performance LED Hybrid	\$ 5,170	40%
	Performance Upright Cycle	Touch	U-PS-Touch	Matrix Performance Touch Upright Cycle	\$ 9,675	40%
	Performance Upright Cycle	Premium LED	U-PS-PLED	MX Performance Premium LED Upright Cycle	\$ 5,140	40%
	Performance Upright Cycle	GT LED	U-PS-GTLED	Matrix Performance GT LED Upright Cycle	\$ 4,030	40%
	Performance Upright Cycle	LED	U-PS-LED	Matrix Performance LED Upright Cycle	\$ 4,030	40%
	Endurance Upright Cycle	Touch	U-ES-Touch	Matrix Endurance Touch Upright Cycle	\$ 9,145	40%
	Endurance Upright Cycle	Premium LED	U-ES-PLED	Matrix Endurance Premium LED Upright Cyc	\$ 4,665	40%
	Endurance Upright Cycle	GT LED	U-ES-GTLED	Matrix Endurance GT LED Upright Cycle	\$ 3,580	40%
	Endurance Upright Cycle	LED	U-ES-LED	Matrix Endurance LED Upright Cycle	\$ 3,580	40%
	Lifestyle Upright Cycle	Touch	U-LS-Touch	Matrix Lifestyle Touch Upright Cycle	\$ 7,685	40%
	Lifestyle Upright Cycle	Premium LED	U-LS-PLED	Matrix Lifestyle Premium LED Upright Cycle	\$ 3,660	40%
	Lifestyle Upright Cycle	LED	U-LS-LED	Matrix Lifestyle LED Upright Cycle	\$ 2,705	40%
	Lifestyle Upright Cycle	GT LED	U-LS-GTLED	Matrix Lifestyle GT LED Upright Cycle	\$ 2,705	40%
	Performance Recumbent Cycle	Touch	R-PS-Touch	Matrix Performance Touch Recumbent	\$ 10,415	40%
	Performance Recumbent Cycle	Premium LED	R-PS-PLED	Matrix Performance Premium LED Recumbent	\$ 5,885	40%
	Performance Recumbent Cycle	GT LED	R-PS-GTLED	Matrix Performance GT LED Recumbent	\$ 4,795	40%
	Performance Recumbent Cycle	LED	R-PS-LED	Matrix Performance LED Recumbent	\$ 4,795	40%
	Endurance Recumbent Cycle	Touch	R-ES-Touch	Matrix Endurance Touch Recumbent	\$ 9,780	40%
	Endurance Recumbent Cycle	Premium LED	R-ES-PLED	Matrix Endurance Premium LED Recumbent	\$ 5,250	40%
	Endurance Recumbent Cycle	GT LED	R-ES-GTLED	Matrix Endurance GT LED Recumbent	\$ 4,160	40%
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	Group/Category/Frame	Console/Version	Model #	Product Description	MSRP	% Off
	Endurance Recumbent Cycle	LED	R-ES-LED	Matrix Endurance LED Recumbent	\$ 4,160	40%
	Lifestyle Recumbent Cycle	Touch	R-LS-Touch	Matrix Lifestyle Touch Recumbent	\$ 8,215	40%
	Lifestyle Recumbent Cycle	Premium LED	R-LS-PLED	Matrix Lifestyle Premium LED Recumbent	\$ 4,190	40%
	Lifestyle Recumbent Cycle	LED	R-LS-LED	Matrix Lifestyle LED Recumbent	\$ 3,235	40%
	Lifestyle Recumbent Cycle	GT LED	R-LS-GTLED	Matrix Lifestyle GT LED Recumbent	\$ 3,235	40%
	Cardio Trainer	S-Drive P/WIFI	S-Drive P/WIFI	Treadmill - S-Drive Performance Trainer; Power	\$ 6,885	40%
	Cardio Trainer	S-Drive C	S-Drive C	Treadmill - S-Drive Performance Trainer; non-	\$ 4,975	40%
	Cardio Trainer	S-Drive M	S-Drive M	Treadmill - S-Drive Performance Trainer; non-	\$ 5,930	40%
	Cardio Trainer	SPT	SPT	S-Force Performance Trainer	\$ 5,345	40%
	Cardio Medical	XH	T3XH-02	Treadmill, T3XH-02	\$ 9,820	50%
	Cardio Medical	XH	T3XH-02 10PK VA	Treadmill, T3XH-02 10Pk VA	\$ 10,775	50%
	Cardio Medical	XH	T3XH-02 WIFI VA	Treadmill, T3XH-02 WIFI/VA	\$ 10,775	50%
	Cardio Medical	XH	T3XH-02 WIFI	Treadmill, T3XH-02 WIFI	\$ 9,820	50%
	Cardio Medical	XM	R3XM	Recumbent Bike R3XM	\$ 5,295	40%
	Cardio Medical	XM	R3XM WIFI	Recumbent Bike R3XM	\$ 5,295	40%
	Cardio Medical	XM	T3XM	Treadmill - Medical	\$ 6,355	50%
	Cardio Medical	XE	T1XE-07	Treadmill	\$ 6,355	47%
	Cardio Medical	X	T1X-04	Treadmill - Large LED display	\$ 5,455	47%
	Cardio Medical	X	T1X-04	Treadmill - Large LED display	\$ 7,635	47%
	Cardio Medical	X	T1X-04 900 MHZ	Treadmill - Large LED display	\$ 5,455	47%
	Cardio Medical	X	T1X-04 WIFI	Treadmill - Large LED display WIFI	\$ 5,455	47%
	Cardio Medical	X	LHR-T1X	T1x-04 Long Handrail	\$ 545	47%
	Cardio Rower	Rower	Rower-02	RowerX with Magnetic Resistance	\$ 2,065	30%



	Cardio Rower	RXP-WF	RXP-WF	Rower RXP WIFI	\$3,490	30%
	Cardio Rower	RXP-WF/RFID	RXP-WF/RFID	Rower RXP WIFI-RFID	\$3,915	30%
	GroupX Bikes		CXC	Matrix Indoor Cycle CXC	\$2,115	30%
	GroupX Bikes		CXC Console	Matrix Indoor Cycle CXC Console	\$265	30%
	GroupX Bikes		CXM	Matrix Indoor Cycle CXM	\$2,645	30%
	GroupX Bikes		CXP	Matrix Indoor Cycle CXP	\$3,490	30%
	GroupX Bikes		CXP-WF	Matrix Indoor Cycle CXP with WIFI	\$3,490	30%
	GroupX Bikes		CXP-WF-RFID	Matrix Indoor Cycle CXP	\$3,915	30%
	GroupX Connexus		GFT2S	Connexus 2 Shelf Mobile Storage Cart	\$985	30%
	GroupX Connexus		GFT3S	Connexus 3 Shelf Mobile Storage Cart	\$1,370	30%
	GroupX Connexus		GFTCOR	Connexus Compact	\$4,530	30%
	GroupX Connexus		GFTEXP	Connexus Perimeter Expansion Kit	\$3,655	30%
	GroupX Connexus		GFTFS	Connexus Free (free standing config.)	\$6,335	30%
	GroupX Connexus		GFTORG	Connexus Storage Station	\$1,750	30%
	GroupX Connexus		GFTORG-MH	Connexus Storage Station Mat Storage	\$80	30%
	GroupX Connexus		GFTSLR	Connexus Column	\$875	30%
	GroupX Connexus		GFTSS	Connexus Stability Step	\$435	30%
	GroupX Connexus		GFTWBK	Wall Mounting Kit (for Compact)	\$75	30%
	GroupX Connexus		GFTWM	Connexus Perimeter (wall unit)	\$4,530	30%
	GroupX Connexus Accessories		GFTBK	Connexus Lower Wall Mount Bracket	\$70	30%
	GroupX Connexus Accessories		GFTBR	Trainer Battle Attachment	\$80	30%
	GroupX Connexus Accessories		GFTCB	Connexus Magnetic Chalkboard	\$360	30%
	GroupX Connexus Accessories		GFTHB	Connexus Heavy Bag Straps & Carabineer	\$60	30%
	GroupX Connexus Accessories		GFTLM	Connexus Landmine Attachment	\$285	30%
	GroupX Connexus Accessories		GFTMB	Connexus Med Ball Wall	\$625	30%
	GroupX Connexus Accessories		MG-A67B	Matrix MG Weight Tree	\$625	30%
	GroupX Connexus Accessory		GFTFS-AB	Connexus Free w/Boxing Kit	\$3,770	15%
	GroupX Connexus Accessory		GFTFS-AS	Connexus Free Standard Kit	\$3,700	15%
	GroupX Connexus Accessory		GFTVRT	Connexus Vertical Extrusion w/handle (for Free Stand	\$525	30%
	GroupX Connexus Accessory		GFTWM-AM	Connexus Perimeter Wall w/ Boxing Kit	\$2,175	15%
	GroupX Connexus Accessory		GFTWM-AS	Connexus Perimeter Wall standard Kit	\$1,845	15%
	GroupX Connexus Accessory		MX4BAY01	MX4 Accessory Kit for 1 Bay	\$7,760	15%
	GroupX Connexus Accessory		MX4BAY02	MX4 Accessory Kit for 2 Bays	\$10,140	15%
	GroupX Connexus Accessory		MX4BAY03	MX4 Accessory Kit for 3 Bays	\$12,810	15%
	GroupX Connexus Accessory		MX4BAY04	MX4 Accessory Kit for 4 Bays	\$16,000	15%
	GroupX Connexus Accessory		MX4BOXING1BAY	MX4 Boxing Add on Accessory Kit 1 Bay	\$345	15%

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	GroupX Connexus Accessory		MX4-GFTEXP	MX4 Connexus Expansion Kit	\$5,040	30%
	GroupX Connexus Accessory		MX4-GFTFA	MX4 Connexus Free Kit	\$8,825	30%
	GroupX Connexus Accessory		MX4-GFTWM	MX4 Connexus Perimeter Kit	\$5,910	30%
	GroupX Krankcycles		KC-01	Krankcycle w/Seat	\$2,505	30%
	GroupX Krankcycles		KC-02	Krankcycle w/out Seat	\$2,395	30%
	GroupX Krankcycles		KC-COM	Wireless Computer + Bracket	\$215	30%
Ultra Selectorized						
	Strength Ultra	Chest	G7S13-02	Converging Chest Press	\$5,340	35%
	Strength Ultra	Shoulder	G7S21-02	Lateral Raise	\$4,845	35%
	Strength Ultra	Shoulder	G7S22-02	Rear Delt / Pec Fly	\$5,230	35%
	Strength Ultra	Shoulder	G7S23-02	Converging Shoulder	\$5,230	35%
	Strength Ultra	Back	G7S33-02	Diverging Lat Pull Down	\$5,230	35%
	Strength Ultra	Back	G7S34-02	Diverging Seated Row	\$5,340	35%
	Strength Ultra	Arm	G7S40-02	Independent Biceps Curl	\$4,845	35%
	Strength Ultra	Arm	G7S42-02	Triceps Press	\$5,230	35%
	Strength Ultra	Core	G7S51-02	Abdominal Crunch	\$5,230	35%
	Strength Ultra	Core	G7S52-02	Back Extension	\$5,455	35%
	Strength Ultra	Core	G7S55-02	Rotary Torso	\$5,455	35%
	Strength Ultra	Leg	G7S70-02	Leg Press	\$8,235	35%
	Strength Ultra	Leg	G7S71-02	Leg Extension	\$5,230	35%
	Strength Ultra	Leg	G7S72-02	Seated Leg Curl	\$5,340	35%
	Strength Ultra	Leg	G7S73-02	Prone Leg Curl	\$5,120	35%
	Strength Ultra	Leg	G7S74-02	Hip Adductor	\$5,340	35%
	Strength Ultra	Leg	G7S75-02	Hip Abductor	\$5,340	35%
	Strength Ultra	Leg	G7S77-02	Calf Extension	\$4,845	35%
	Strength Ultra	Leg	G7S78-02	Glute	\$4,845	35%
Ultra Selectorized Smart Console						
	Strength Ultra-ITC	Chest	G7S13-02 W/ITC	Converging Chest Press W/ITC	\$8,675	35%
	Strength Ultra-ITC	Shoulder	G7S21-02 W/ITC	Lateral Raise W/ITC	\$8,175	35%
	Strength Ultra-ITC	Shoulder	G7S22-02 W/ITC	Rear Delt / Pec Fly W/ITC	\$8,565	35%
	Strength Ultra-ITC	Shoulder	G7S23-02 W/ITC	Converging Shoulder W/ITC	\$8,565	35%
	Strength Ultra-ITC	Back	G7S33-02 W/ITC	Diverging Lat Pull Down W/ITC	\$8,565	35%
	Strength Ultra-ITC	Back	G7S34-02 W/ITC	Diverging Seated Row W/ITC	\$8,675	35%
	Strength Ultra-ITC	Arm	G7S40-02 W/ITC	Independent Biceps Curl W/ITC	\$8,175	35%
	Strength Ultra-ITC	Arm	G7S42-02 W/ITC	Triceps Press W/ITC	\$8,565	35%
	Strength Ultra-ITC	Core	G7S51-02 W/ITC	Abdominal Crunch W/ITC	\$8,565	35%
	Strength Ultra-ITC	Core	G7S52-02 W/ITC	Back Extension W/ITC	\$8,785	35%
	Strength Ultra-ITC	Core	G7S55-02 W/ITC	Rotary Torso W/ITC	\$8,785	35%
	Strength Ultra-ITC	Leg	G7S70-02 W/ITC	Leg Press W/ITC	\$11,570	35%
	Strength Ultra-ITC	Leg	G7S71-02 W/ITC	Leg Extension W/ITC	\$8,565	35%
	Strength Ultra-ITC	Leg	G7S72-02 W/ITC	Seated Leg Curl W/ITC	\$8,675	35%
	Strength Ultra-ITC	Leg	G7S73-02 W/ITC	Prone Leg Curl W/ITC	\$8,455	35%
	Strength Ultra-ITC	Leg	G7S74-02 W/ITC	Hip Adductor W/ITC	\$8,675	35%

	Strength Ultra-ITC	Leg	G7S75-02 W/ITC	Hip Abductor W/ITC	\$ 8,675	35%
	Strength Ultra-ITC	Leg	G7S77-02 W/ITC	Calf Extension W/ITC	\$ 8,180	35%
	Strength Ultra-ITC	Leg	G7S78-02 W/ITC	Glute W/ITC	\$ 8,180	35%
	Strength Ultra Base Trim	Chest	G7-S13B	Matrix Ultra Chest Press	\$ 4,920	35%
	Strength Ultra Base Trim	Shoulder	G7-S21B	Matrix Ultra Lateral Raise	\$ 4,420	35%
	Strength Ultra Base Trim	Shoulder	G7-S22B	Matrix Ultra Rear Delt / Pec Fly	\$ 4,810	35%
	Strength Ultra Base Trim	Shoulder	G7-S23B	Matrix Ultra Converging Shoulder Press	\$ 4,810	35%
	Strength Ultra Base Trim	Back	G7-S33B	Matrix Ultra Diverging Lat Pulldown	\$ 4,810	35%
	Strength Ultra Base Trim	Back	G7-S34B	Matrix Ultra Diverging Seated Row	\$ 4,920	35%
	Strength Ultra Base Trim	Arm	G7-S40B	Matrix Ultra Independent Biceps Curl	\$ 4,420	35%
	Strength Ultra Base Trim	Arm	G7-S42B	Matrix Ultra Triceps Press	\$ 4,810	35%
	Strength Ultra Base Trim	Core	G7-S51B	Matrix Ultra Abdominal Crunch	\$ 4,810	35%
	Strength Ultra Base Trim	Core	G7-S52B	Matrix Ultra Back Extension	\$ 5,030	35%
	Strength Ultra Base Trim	Core	G7-S55B	Matrix Ultra Rotary Torso	\$ 5,030	35%
	Strength Ultra Base Trim	Leg	G7-S70B	Matrix Ultra Leg Press	\$ 7,810	35%
	Strength Ultra Base Trim	Leg	G7-S71B	Matrix Ultra Leg Extension	\$ 4,810	35%
	Strength Ultra Base Trim	Leg	G7-S72B	Matrix Ultra Seated Leg Curl	\$ 4,920	35%
	Strength Ultra Base Trim	Leg	G7-S73B	Matrix Ultra Prone Leg Curl	\$ 4,695	35%
	Strength Ultra Base Trim	Leg	G7-S74B	Matrix Ultra Hip Adductor	\$ 4,920	35%
	Strength Ultra Base Trim	Leg	G7-S75B	Matrix Ultra Hip Abductor	\$ 4,920	35%
	Strength Ultra Base Trim	Leg	G7-S77B	Matrix Ultra Calf Extension	\$ 4,420	35%
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	Group/Category/Frame	Console/Version	Model #	Product Description	MSRP	% Off
	Strength Ultra Base Trim	Leg	G7-S78B	Matrix Ultra Glute	\$ 4,420	35%
	Strength Ultra Base Trim-Heavy	Chest	G7-S13BH	Matrix Ultra Chest Press	\$ 5,130	35%
	Strength Ultra Base Trim-Heavy	Shoulder	G7-S21BH	Matrix Ultra Lateral Raise	\$ 4,630	35%
	Strength Ultra Base Trim-Heavy	Shoulder	G7-S22BH	Matrix Ultra Rear Delt / Pec Fly	\$ 5,020	35%
	Strength Ultra Base Trim-Heavy	Shoulder	G7-S23BH	Matrix Ultra Converging Shoulder Press	\$ 5,020	35%
	Strength Ultra Base Trim-Heavy	Back	G7-S33BH	Matrix Ultra Diverging Lat Pulldown	\$ 5,020	35%
	Strength Ultra Base Trim-Heavy	Back	G7-S34BH	Matrix Ultra Diverging Seated Row	\$ 5,130	35%
	Strength Ultra Base Trim-Heavy	Arm	G7-S40BH	Matrix Ultra Independent Biceps Curl	\$ 4,630	35%
	Strength Ultra Base Trim-Heavy	Arm	G7-S42BH	Matrix Ultra Triceps Press	\$ 5,020	35%
	Strength Ultra Base Trim-Heavy	Core	G7-S51BH	Matrix Ultra Abdominal Crunch	\$ 5,020	35%
	Strength Ultra Base Trim-Heavy	Core	G7-S52BH	Matrix Ultra Back Extension	\$ 5,240	35%
	Strength Ultra Base Trim-Heavy	Core	G7-S55BH	Matrix Ultra Rotary Torso	\$ 5,240	35%
	Strength Ultra Base Trim-Heavy	Leg	G7-S70BH	Matrix Ultra Leg Press	\$ 8,025	35%
	Strength Ultra Base Trim-Heavy	Leg	G7-S71BH	Matrix Ultra Leg Extension	\$ 5,020	35%
	Strength Ultra Base Trim-Heavy	Leg	G7-S72BH	Matrix Ultra Seated Leg Curl	\$ 5,130	35%
	Strength Ultra Base Trim-Heavy	Leg	G7-S73BH	Matrix Ultra Prone Leg Curl	\$ 4,910	35%
	Strength Ultra Base Trim-Heavy	Leg	G7-S74BH	Matrix Ultra Hip Adductor	\$ 5,130	35%
	Strength Ultra Base Trim-Heavy	Leg	G7-S75BH	Matrix Ultra Hip Abductor	\$ 5,130	35%
	Strength Ultra Base Trim-Heavy	Leg	G7-S77BH	Matrix Ultra Calf Extension	\$ 4,630	35%
	Strength Ultra Base Trim-Heavy	Leg	G7-S78BH	Matrix Ultra Glute	\$ 4,630	35%
Aura Selectorized						
	Strength Aura	Chest	G3S10	Chest Press	\$ 3,955	35%
	Strength Aura	Chest	G3S12	Pec Fly	\$ 4,090	35%
	Strength Aura	Chest	G3S13	Converging Chest Press	\$ 4,205	35%
	Strength Aura	Shoulder	G3S20	Shoulder Press	\$ 3,675	35%
	Strength Aura	Shoulder	G3S21	Lateral Raise	\$ 3,675	35%
	Strength Aura	Shoulder	G3S22	Rear Delt/Fly	\$ 4,315	35%
	Strength Aura	Shoulder	G3S23	Converging Shoulder	\$ 3,955	35%
	Strength Aura	Back	G3S30	Lat Pull	\$ 3,230	35%
	Strength Aura	Back	G3S31	Seated Row	\$ 3,785	35%
	Strength Aura	Back	G3S33	Diverging Lat Pull	\$ 3,510	35%
	Strength Aura	Back	G3S34	Diverging Seated Row	\$ 4,090	35%
	Strength Aura	Arm	G3S40	Arm Curl	\$ 3,510	35%
	Strength Aura	Arm	G3S42	Seated Dip	\$ 3,730	35%
	Strength Aura	Arm	G3S45	Triceps Extension	\$ 3,675	35%
	Strength Aura	Arm	G3S60	Dip/Chin Assist	\$ 4,090	35%
	Strength Aura	Core	G3S51	Abdominal Crunch	\$ 3,955	35%
	Strength Aura	Core	G3S52	Back Extension	\$ 3,955	35%
	Strength Aura	Core	G3S55	Rotary Torso	\$ 3,955	35%
	Strength Aura	Leg	G3S70	Leg Press	\$ 6,180	35%
	Strength Aura	Leg	G3S71	Leg Extension	\$ 3,785	35%
	Strength Aura	Leg	G3S72	Seated Leg Curl	\$ 3,785	35%
	Strength Aura	Leg	G3S73	Prone Leg Curl	\$ 3,675	35%
	Strength Aura	Leg	G3S74	Hip Adductor	\$ 3,955	35%
	Strength Aura	Leg	G3S75	Hip Abductor	\$ 3,955	35%
	Strength Aura	Leg	G3S76	Rotary Hip	\$ 4,315	35%
	Strength Aura	Leg	G3S77	Calf Press	\$ 4,205	35%
Benches and						
	Strength G1	Free Weights	G1FW153	Adjustable Incline Bench	\$ 635	28%
	Strength G1	Free Weights	G1FW161	Smith Machine	\$ 3,000	28%
	Strength G1	Multi-Station	G1MG30	3-Stack Multi-Gym	\$ 6,000	28%
					\$ -	
	Strength Aura	Bench	G3FW14	Olympic Incline Bench	\$ 1,330	28%
	Strength Aura	Bench	G3FW15	Olympic Decline Bench	\$ 1,330	28%
	Strength Aura	Bench	G3FW52	Back Extension	\$ 995	28%
	Strength Aura	Bench	G3FW72	Squat Rack	\$ 1,665	28%

	Strength Aura	Bench	G3FW73	Power Station	\$ 2,220	28%
	Strength Aura	Bench	G3FW81	Flat Bench	\$ 585	28%
	Strength Aura	Bench	G3FW83	Adjustable Decline Bench	\$ 885	28%
	Strength Aura	Bench	G3FW84	Utility Bench	\$ 665	28%
Aura Multi	Strength Aura	Multi-Stations	G3-MS20	Cable Cross	\$ 4,665	28%
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	Group/Category/Frame	Console/Version	Model #	Product Description	MSRP	% Off
	Strength Aura	Multi-Stations	G3-MS24	Adjustable Pulley	\$ 2,200	28%
	Strength Aura	Multi-Stations	G3-MS40CK	Multi-station Connection Kit	\$ 330	28%
	Strength Aura	Multi-Stations	G3-MS50CK	Multi-station Connection Kit	\$ 640	28%
	Strength Aura	Multi-Stations	G3-MS51	Lat Pulldown	\$ 2,255	28%
	Strength Aura	Multi-Stations	G3-MS52	Triceps Pushdown	\$ 1,615	28%
	Strength Aura	Multi-Stations	G3-MS53	Seated Row	\$ 2,365	28%
	Strength Aura	Multi-Stations	G3-MS80CK	Multi-station Connection Kit	\$ 370	28%
	Strength Aura	Multi-Stations	G3-MSFT300	Functional Trainer 300lb	\$ 6,555	28%
	Strength Aura	Multi-Stations	G3-MSFT400	Functional Trainer 400lbs	\$ 7,000	28%
Aura Racks	Strength Aura	Rack	G3FW94	Olympic Weight Tree	\$ 665	28%
	Strength Aura	Rack	G3FW96	Barbell Rack	\$ 995	28%
	Strength Aura	Rack	G3FW97	Accessory Rack	\$ 775	28%
Versa Function	rs					
	Strength Versa	Functional Trainer	VS-FTHP (MAS0953-00US)	Optional Handle Pkg: Includes (v-bar, curl bar, ropes,	\$ 440	35%
	Strength Versa	Functional Trainer	VS-FTIW	Functional Trainer Incremental Weight	\$ 90	35%
	Strength Versa	Functional Trainer	VS-VFT HS + VS-FTS18	Functional Trainer Heavy Stack, 18" Storage	\$ 5,340	35%
	Strength Versa	Functional Trainer	VS-VFT HS + VS-FTS30	Functional Trainer Heavy Stack, 30" Storage	\$ 5,560	35%
	Strength Versa	Functional Trainer	VS-VFT LS + VS-FTS18	Functional Trainer STD Stack, 18" Storage	\$ 4,890	35%
	Strength Versa	Functional Trainer	VS-VFT LS + VS-FTS30	Functional Trainer STD Stack, 30" Storage	\$ 5,115	35%
Versa Heavy						
	Strength Versa	Heavy Stack	VS-S13-USB2	Converging Chest Press Heavy Stack, *	\$ 3,310	35%
	Strength Versa	Heavy Stack	VS-S23-USB2	Converging Shoulder Press Heavy Stack, *	\$ 3,530	35%
	Strength Versa	Heavy Stack	VS-S33-USB2	Diverging Lat Pulldown Heavy Stack	\$ 3,530	35%
	Strength Versa	Heavy Stack	VS-S34-USB2	Diverging Seated Row Heavy Stack	\$ 3,310	35%
	Strength Versa	Heavy Stack	VS-S40-USB2	Bicep Curl Heavy Stack*	\$ 2,860	35%
	Strength Versa	Heavy Stack	VS-S42-USB2	Triceps Press Heavy Stack	\$ 2,860	35%
	Strength Versa	Heavy Stack	VS-S52-USB2	Back Extension Heavy Stack, *	\$ 2,975	35%
	Strength Versa	Heavy Stack	VS-S53-USB2	Abdominal Heavy Stack	\$ 2,640	35%
	Strength Versa	Heavy Stack	VS-S70-USB2	Leg Press Heavy Stack	\$ 4,000	35%
	Strength Versa	Heavy Stack	VS-S71-USB2	Leg Extension Heavy Stack	\$ 4,000	35%
	Strength Versa	Heavy Stack	VS-S72-USB2	Seated Leg Curl Heavy Stack,	\$ 3,195	35%
	Strength Versa	Heavy Stack	VS-S78-USB2	Glute Heavy Stack	\$ 3,195	35%
Versa Heavy	s					
	Strength Versa	Heavy Stack, Plus	VS-S13-USB4	Converging Chest Press Heavy Stack Plus, *	\$ 3,745	35%
	Strength Versa	Heavy Stack, Plus	VS-S23-USB4	Converging Shoulder Press Heavy Stack Plus, *	\$ 3,970	35%
	Strength Versa	Heavy Stack, Plus	VS-S33-USB4	Diverging Lat Pulldown Heavy Stack Plus	\$ 3,970	35%
	Strength Versa	Heavy Stack, Plus	VS-S34-USB4	Diverging Seated Row Heavy Stack Plus	\$ 3,745	35%
	Strength Versa	Heavy Stack, Plus	VS-S40-USB4	Bicep Curl Heavy Stack Plus *	\$ 3,300	35%
	Strength Versa	Heavy Stack, Plus	VS-S42-USB4	Triceps Press Heavy Stack Plus	\$ 3,300	35%
	Strength Versa	Heavy Stack, Plus	VS-S52-USB4	Back Extension Heavy Stack, Plus *	\$ 3,410	35%
	Strength Versa	Heavy Stack, Plus	VS-S53-USB4	Abdominal Heavy Stack Plus	\$ 3,080	35%
	Strength Versa	Heavy Stack, Plus	VS-S70-USB4	Leg Press Heavy Stack Plus	\$ 4,440	35%
	Strength Versa	Heavy Stack, Plus	VS-S71-USB4	Leg Extension Heavy Stack Plus	\$ 4,440	35%
	Strength Versa	Heavy Stack, Plus	VS-S72-USB4	Seated Leg Curl Heavy Stack Plus,	\$ 3,635	35%
	Strength Versa	Heavy Stack, Plus	VS-S78-USB4	Glute Heavy Stack, Plus	\$ 3,635	35%
Versa STD Stack						
	Strength Versa	STD Stack	VS-S13-USB1	Converging Chest Press STD Stack, *	\$ 3,110	35%
	Strength Versa	STD Stack	VS-S23-USB1	Converging Shoulder Press STD Stack, *	\$ 3,335	35%
	Strength Versa	STD Stack	VS-S33-USB1	Diverging Lat Pulldown STD Stack,	\$ 3,335	35%
	Strength Versa	STD Stack	VS-S34-USB1	Diverging Seated Row STD Stack,	\$ 3,110	35%
	Strength Versa	STD Stack	VS-S40-USB1	Bicep Curl STD Stack, *	\$ 2,665	35%
	Strength Versa	STD Stack	VS-S42-USB1	Triceps Press STD Stack,	\$ 2,665	35%
	Strength Versa	STD Stack	VS-S52-USB1	Back Extension STD Stack *	\$ 2,780	35%
	Strength Versa	STD Stack	VS-S53-USB1	Abdominal STD Stack	\$ 2,445	35%
	Strength Versa	STD Stack	VS-S71-USB1	Leg Extension STD Stack,	\$ 3,220	35%
	Strength Versa	STD Stack	VS-S72-USB1	Seated Leg Curl STD Stack,	\$ 3,000	35%
Versa STD Stack,						
	Strength Versa	STD Stack, Plus	VS-S13-USB3	Converging Chest Press STD Stack, Plus*	\$ 3,550	35%
	Strength Versa	STD Stack, Plus	VS-S23-USB3	Converging Shoulder Press STD Stack, Plus *	\$ 3,775	35%
Revised 7/1/2021						
	Group/Category/Frame	Console/Version	Model #	Product Description	MSRP	% Off
	Strength Versa	STD Stack, Plus	VS-S33-USB3	Diverging Lat Pulldown STD Stack, Plus	\$ 3,775	35%
	Strength Versa	STD Stack, Plus	VS-S34-USB3	Diverging Seated Row STD Stack, Plus	\$ 3,550	35%
	Strength Versa	STD Stack, Plus	VS-S40-USB3	Bicep Curl STD Stack, Plus *	\$ 3,105	35%
	Strength Versa	STD Stack, Plus	VS-S42-USB3	Triceps Press STD Stack, Plus	\$ 3,105	35%
	Strength Versa	STD Stack, Plus	VS-S52-USB3	Back Extension STD Stack, Plus *	\$ 3,215	35%
	Strength Versa	STD Stack, Plus	VS-S53-USB3	Abdominal STD Stack, Plus	\$ 2,885	35%

	Strength Versa	STD Stack, Plus	VS-S71-USB3	Leg Extension STD Stack, Plus	\$ 3,660	35%
	Strength Versa	STD Stack, Plus	VS-S72-USB3	Seated Leg Curl STD Stack, Plus	\$ 3,440	35%
Versa Duals - tack, Basic						
	Strength Versa Duals	Heavy Stack, Basic	VS-S131-02B2	Multi-Press Heavy Stack, Basic	\$ 3,640	35%
	Strength Versa Duals	Heavy Stack, Basic	VS-S22-USB2	Pec Fly / Rear Delt Heavy Stack, Basic	\$ 3,640	35%
	Strength Versa Duals	Heavy Stack, Basic	VS-S331-02B2	Dual Lat Row Heavy Stack, Basic	\$ 3,640	35%
	Strength Versa Duals	Heavy Stack, Basic	VS-S401-02B2	Tri/Bicep Heavy Stack, Basic	\$ 3,530	35%
	Strength Versa Duals	Heavy Stack, Basic	VS-S531-02B2	Low Back/AB Heavy Stack, Basic	\$ 3,530	35%
	Strength Versa Duals	Heavy Stack, Basic	VS-S601-02B2	Chin/Dip Heavy Stack, Basic	\$ 4,640	35%
	Strength Versa Duals	Heavy Stack, Basic	VS-S711-02B2	Ext/Curl Heavy Stack, Basic	\$ 3,640	35%
	Strength Versa Duals	Heavy Stack, Basic	VS-S74-USB2	Hip Adductor / Abductor Heavy Stack, Basic	\$ 3,640	35%
Versa Duals - tack, Plus						
	Strength Versa Duals	Heavy Stack, Plus	VS-S131-02B4	Multi-Press Heavy Stack, Plus	\$ 4,080	35%
	Strength Versa Duals	Heavy Stack, Plus	VS-S22-USB4	Pec Fly / Rear Delt Heavy Stack, Plus	\$ 4,080	35%
	Strength Versa Duals	Heavy Stack, Plus	VS-S331-02B4	Lat Row Heavy Stack, Plus	\$ 4,080	35%
	Strength Versa Duals	Heavy Stack, Plus	VS-S401-02B4	Tri/Bicep Heavy Stack, Plus	\$ 3,970	35%
	Strength Versa Duals	Heavy Stack, Plus	VS-S531-02B4	Low Back/AB Heavy Stack, Plus	\$ 3,970	35%
	Strength Versa Duals	Heavy Stack, Plus	VS-S601-02B4	Chin/Dip Heavy Stack, Plus	\$ 5,080	35%
	Strength Versa Duals	Heavy Stack, Plus	VS-S711	Ext/Curl Heavy Stack, Plus	\$ 4,080	35%
	Strength Versa Duals	Heavy Stack, Plus	VS-S74-USB4	Hip Adductor / Abductor Heavy Stack, Plus	\$ 4,080	35%
Versa Duals - STD						
	Strength Versa Duals	STD Stack	VS-S131-02B1	Multi-Press STD Stack	\$ 3,445	35%
	Strength Versa Duals	STD Stack	VS-S22-USB1	Pec Fly / Rear Delt STD Stack	\$ 3,445	35%
	Strength Versa Duals	STD Stack	VS-S331-02B1	Lat Row STD Stack	\$ 3,445	35%
	Strength Versa Duals	STD Stack	VS-S401-02B1	Tri/Bicep STD Stack	\$ 3,335	35%
	Strength Versa Duals	STD Stack	VS-S531-02B1	Low Back/AB STD Stack	\$ 3,335	35%
	Strength Versa Duals	STD Stack	VS-S711-02B1	Ext/Curl STD Stack	\$ 3,445	35%
	Strength Versa Duals	STD Stack	VS-S74-USB1	Hip Adductor / Abductor STD Stack	\$ 3,445	35%
Versa Duals - STD , Plus						
	Strength Versa Duals	STD Stack, Plus	VS-S131-02B3	Multi-Press STD Stack, Plus	\$ 3,885	35%
	Strength Versa Duals	STD Stack, Plus	VS-S22-USB3	Pec Fly / Rear Delt STD Stack, Plus	\$ 3,885	35%
	Strength Versa Duals	STD Stack, Plus	VS-S331-02B3	Lat Row STD Stack, Plus	\$ 3,885	35%
	Strength Versa Duals	STD Stack, Plus	VS-S401-02B3	Tri/Bicep STD Stack, Plus	\$ 3,775	35%
	Strength Versa Duals	STD Stack, Plus	VS-S531-02B3	Low Back/AB STD Stack, Plus	\$ 3,775	35%
	Strength Versa Duals	STD Stack, Plus	VS-S711-02B3	Ext/Curl STD Stack, Plus	\$ 3,885	35%
	Strength Versa Duals	STD Stack, Plus	VS-S74-USB3	Hip Adductor / Abductor STD Stack, Plus	\$ 3,885	35%
Go Series						
	Strength Go Series	Chest	GO-S13	Matrix Go Chest Press-IS/OB	\$ 2,650	35%
	Strength Go Series	Shoulder	GO-S23	Matrix Go Shoulder Press-IS/OB	\$ 2,650	35%
	Strength Go Series	Back	GO-S33	Matrix Go Lat Pulldown-IS/OB	\$ 2,650	35%
	Strength Go Series	Back	GO-S34	Matrix GO Seated Row-IS/OB	\$ 2,650	35%
	Strength Go Series	Arm	GO-S40	Matrix Go Bicep Curl-IS/OB	\$ 2,435	35%
	Strength Go Series	Arm	GO-S42	Matrix Go Triceps Press-IS/OB	\$ 2,650	35%
	Strength Go Series	Core	GO-S53	Matrix GO Abdominal-IS/OB	\$ 2,435	35%
	Strength Go Series	Leg	GO-S70	Matrix Go Leg Press-IS/OB	\$ 3,710	35%
	Strength Go Series	Leg	GO-S71	Matrix Go Leg Extension-IS/OB	\$ 2,650	35%
	Strength Go Series		GO-IW	Matrix Go Incremental Weight (optional add on)	\$ 95	35%
Magnum Medical						
	Strength Medical	Medical	MD-AP	Medical Adjustable Pulley-Iced Silver	\$ 2,750	35%
	Strength Medical	Medical	MD-AP-BB	Medical Adjustable Pulley - Balance Bar	\$ 100	35%
	Strength Medical	Medical	MD-AP-IFI	Med Adj. Pulley-IFI Pack	\$ 95	35%
	Strength Medical	Medical	MD-AP-MH	Med Adj. Pulley-Med Handles	\$ 425	35%
	Strength Medical	Medical	MD-AP-WP	Medical Adjustable Pulley -Wheel Package	\$ 345	35%
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	Strength Medical	Medical	MD-FW52	MD Lower Back Trainer	\$ 1,145	35%
	Strength Medical	Medical	MD-IFISTEP	IFI Step Stool	\$ 170	35%
	Strength Medical	Medical	MD-IW	Medical Increment Weights	\$ 175	35%
	Strength Medical	Medical	MD-S70	Medical Leg Press-IS/Black	\$ 10,490	35%
	Strength Medical	Medical	MD-S70-AP	Medical Leg Press Accessory Package	\$ 160	35%
	Strength Medical	Medical	MD-S70-FP	Medical Leg Press Force Plate Holder	\$ 160	35%
	Strength Medical	Medical	MD-S711	Medical Leg Extension/Leg Curl-IS/Black	\$ 5,930	35%
	Strength Medical	Medical	MD-S70BK	Medical Leg Press Booster Kit	\$ 220	35%
Magnum Configurable Multi-Stations						
	Strength Magnum	Configurable Multi-	MG-ADA1121	Biceps / Lat Pulldown (Wheelchair accessible)	\$ 4,529	35%
	Strength Magnum	Configurable Multi-	MG-ADA18	Pec Deck (Wheelchair accessible)	\$ 4,550	35%
	Strength Magnum	Configurable Multi-	MG-ADA2220	Chest Press / Row (Wheelchair accessible)	\$ 4,571	35%
	Strength Magnum	Configurable Multi-	MG-ADA23	Adjustable Pulley (Wheelchair accessible)	\$ 4,649	35%
	Strength Magnum	Configurable Multi-	MG-DP921	Dual-pulley Lat Pulldown	\$ 3,520	35%
	Strength Magnum	Configurable Multi-	MG-DP923	Dual Adjustable Pulley	\$ 2,527	35%
	Strength Magnum	Configurable Multi-	MG-DP926	Dual-pulley Low Row	\$ 3,562	35%
Magnum Free s (*stocked Ice Silver						
	Strength Magnum	Free Weights	MG-A301-04	Horizontal Plate Rack (Ridge Black Color	\$ 690	28%
	Strength Magnum	Free Weights	MG-A303	Attachment Storage Rack (Ridge Black Color Only)	\$ 1,100	28%
	Strength Magnum	Free Weights	MG-A44*	3-tier Beauty Bell Rack	\$ 805	28%
	Strength Magnum	Free Weights	MG-A45*	Olympic Shoulder Bench(integrated storage horns)	\$ 2,095	28%



Strength	Magnum	Free Weights	MG-A45N*	Olympic Shoulder Bench (No storage)	\$1,795	28%
Strength	Magnum	Free Weights	MG-A505*	Matrix MG 5-Pair Saddle DB Rack	\$1,125	28%
Strength	Magnum	Free Weights	MG-A510*	Matrix MG 10-Pair Saddle DB Rack	\$1,510	28%
Strength	Magnum	Free Weights	MG-A515*	Matrix MG 15-Pair Saddle DB Rack	\$1,925	28%
Strength	Magnum	Free Weights	MG-A526*	Matrix MG 2-tier Flat DB Rack Short	\$1,300	28%
Strength	Magnum	Free Weights	MG-A528*	Matrix MG 2-tier Flat DB Rack Long	\$1,405	28%
Strength	Magnum	Free Weights	MG-A536*	Matrix MG 3-tier Flat DB Rack Short	\$1,640	28%
Strength	Magnum	Free Weights	MG-A538*	Matrix MG 3-tier Flat DB Rack Long	\$1,830	28%
Strength	Magnum	Free Weights	MG-A541*	Matrix MG 10-Pair Studio Saddle DB Rack	\$1,615	28%
Strength	Magnum	Free Weights	MG-A544*	Matrix MG Studio Flat DB Rack	\$1,425	28%
Strength	Magnum	Free Weights	MG-A59*	Flat Bench	\$585	28%
Strength	Magnum	Free Weights	MG-A61*	Adjustable Decline Bench	\$1,110	28%
Strength	Magnum	Free Weights	MG-A62*	Preacher Curl	\$1,015	28%
Strength	Magnum	Free Weights	MG-A63C*	Vertical Knee Raise w/Chin	\$1,655	28%
Strength	Magnum	Free Weights	MG-A678	Breaker Olympic Flat Bench (integrated storage)	\$1,740	28%
Strength	Magnum	Free Weights	MG-A678N	Breaker Olympic Flat Bench, (No storage, orange bar)	\$1,375	28%
Strength	Magnum	Free Weights	MG-A67*	Weight Tree	\$520	28%
Strength	Magnum	Free Weights	MG-A68*	Barbell Rack	\$980	28%
Strength	Magnum	Free Weights	MG-A695	Flat-to-incline Bench w/Horizontal Adjustment	\$1,880	28%
Strength	Magnum	Free Weights	MG-A71	Standing Arm Curl	\$1,405	28%
Strength	Magnum	Free Weights	MG-A77*	Adjustable Ab Bench	\$1,445	28%
Strength	Magnum	Free Weights	MG-A78*	Olympic Flat Bench (integrated storage horns)	\$1,410	28%
Strength	Magnum	Free Weights	MG-A78N*	Olympic Flat Bench	\$1,090	28%
Strength	Magnum	Free Weights	MG-A79*	Olympic Incline Bench (integrated storage horns)	\$1,655	28%
Strength	Magnum	Free Weights	MG-A79N*	Olympic Incline Bench	\$1,305	28%
Strength	Magnum	Free Weights	MG-A80*	Olympic Decline Bench(integrated storage horns)	\$1,600	28%
Strength	Magnum	Free Weights	MG-A80N*	Olympic Decline Bench	\$1,260	28%
Strength	Magnum	Free Weights	MG-A81*	Squat Rack	\$1,760	28%
Strength	Magnum	Free Weights	MG-A82*	Multi-Adjustable Bench Low Profile	\$1,160	28%
Strength	Magnum	Free Weights	MG-A85*	Multi-adjustable Bench	\$1,265	28%
Strength	Magnum	Free Weights	MG-A86*	Multi-adjustable Bench w/Decline	\$1,420	28%
Strength	Magnum	Free Weights	MG-A87*	Utility Bench	\$670	28%
Strength	Magnum	Free Weights	MG-A93*	Back Extension Bench	\$1,065	28%
Strength	Magnum	Free Weights	MG-A96*	Glute Ham Bench	\$2,115	28%
Strength	Magnum	Free Weights	MG-AO15B*	MG15 Degree to Flat Bottom Shelf Adapter	\$30	28%
Strength	Magnum	Free Weights	MG-AO15T*	MG 15 Degree to Flat Top Shelf Adapter	\$40	28%
Strength	Magnum	Free Weights	MG-AOCP*	MG Connector Plate	\$20	28%
Strength	Magnum	Free Weights	MG-AODS*	MG Decal Set (2.5 - 150)	\$15	28%
Strength	Magnum	Free Weights	MG-AORM4*	MG 1220mm Rubber Mat	\$75	28%
Strength	Magnum	Free Weights	MG-AORM6*	MG 1850mm Rubber Mat	\$90	28%
Strength	Magnum	Free Weights	MG-AORM8*	MG 2310mm Rubber Mat	\$95	28%
Strength	Magnum	Free Weights	MG-C895	3-Way Olympic Bench	\$2,640	28%

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Strength	Magnum	Free Weights	MG-SUP	Step-up Platform w/ Handle	\$555	28%
Magnum Free s - Manufactured ASIA (Only)						
Strength	Magnum	Free Weights	MG-A645	Breaker Olympic Shoulder Bench(integrated storage)	\$2,250	28%
Strength	Magnum	Free Weights	MG-A645B	Breaker Olympic Shoulder Bench(integrated storage)	\$2,250	28%
Strength	Magnum	Free Weights	MG-A645BN	Breaker Olympic Shoulder Bench(blk bar)(No Storage)	\$1,870	28%
Strength	Magnum	Free Weights	MG-A645N	Breaker Olympic Shoulder Bench(No Storage)(orange)	\$1,870	28%
Strength	Magnum	Free Weights	MG-A678B	Breaker Olympic Flat Bench (integrated storage)	\$1,740	28%
Strength	Magnum	Free Weights	MG-A678BN	Breaker Olympic Flat Bench (blk bar)(No storage horns)	\$1,375	28%
Strength	Magnum	Free Weights	MG-A679	Breaker Olympic Incline Bench (integrated storage)	\$1,835	28%
Strength	Magnum	Free Weights	MG-A679B	Breaker Olympic Incline Bench(integrated storage)	\$1,835	28%
Strength	Magnum	Free Weights	MG-A679BN	Breaker Olympic Incline Bench (blk bar) (no storage)	\$1,490	28%
Strength	Magnum	Free Weights	MG-A679N	Breaker Olympic Incline Bench (orange bar)(No)	\$1,490	28%
Strength	Magnum	Free Weights	MG-A680	Breaker Olympic Decline Bench(integrated storage)	\$1,875	28%
Strength	Magnum	Free Weights	MG-A680B	Breaker Olympic Decline Bench(integrated storage)	\$1,875	28%
Strength	Magnum	Free Weights	MG-A680BN	Breaker Olympic Decline Bench(blk bar)(No Storage)	\$1,545	28%
Strength	Magnum	Free Weights	MG-A680N	Breaker Olympic Decline Bench(orange bar)(No)	\$1,545	28%
Magnum Plate- d						
Strength	Magnum	Plate-Loaded	MG-404	4-Way Neck	\$1,877	28%
Strength	Magnum	Plate-Loaded	MG-405	Reverse Back Extension	\$2,439	28%
Strength	Magnum	Plate-Loaded	MG-PL12	Vertical Bench Press	\$2,538	28%
Strength	Magnum	Plate-Loaded	MG-PL13	Supine Bench Press	\$1,966	28%
Strength	Magnum	Plate-Loaded	MG-PL14	Incline Bench Press	\$2,538	28%
Strength	Magnum	Plate-Loaded	MG-PL15	Vertical Decline Bench Press	\$2,787	28%
Strength	Magnum	Plate-Loaded	MG-PL23	Shoulder Press	\$2,236	28%
Strength	Magnum	Plate-Loaded	MG-PL33	Lat Pulldown	\$2,236	28%
Strength	Magnum	Plate-Loaded	MG-PL34	Seated Row	\$2,236	28%
Strength	Magnum	Plate-Loaded	MG-PL50	Ab Crunch Bench	\$1,518	28%
Strength	Magnum	Plate-Loaded	MG-PL62	Smith Machine	\$4,358	28%
Strength	Magnum	Plate-Loaded	MG-PL70	Leg Press	\$4,358	28%
Strength	Magnum	Plate-Loaded	MG-PL71	Hack Squat	\$4,176	28%
Strength	Magnum	Plate-Loaded	MG-PL76	Standing Calf	\$2,283	28%
Strength	Magnum	Plate-Loaded	MG-PL77	Seated Calf	\$1,336	28%
Strength	Magnum	Plate-Loaded	MG-PL78	Glute Trainer	\$3,115	28%
Strength	Magnum	Plate-Loaded	MG-PL79	Squat Lunge	\$1,518	28%
Magnum ns/Connection Brackets						
Strength	Magnum	Racks	MG-A47	MG Full Power Rack 8' (no spotter stands)	\$3,848	35%

Strength	Magnum	Racks	MG-A47-LH	MG Full Power Rack - Lower Height (no spotter stands)	\$ 3,848	35%
Strength	Magnum	Racks	MG-A47691	Combo Power / Half Rack	\$ 9,017	35%
Strength	Magnum	Racks	MG-A47691-LH	Combo Power / Half Rack - Lower Height	\$ 9,017	35%
Strength	Magnum	Racks	MG-A47-9	MG Full Power Rack 9' (no spotter stands)	\$ 3,832	35%
Strength	Magnum	Racks	MG-A690	MG Half Rack 8' (no spotter stands)	\$ 2,990	35%
Strength	Magnum	Racks	MG-A690-LH	MG Half Rack 8' - Lower Height (no spotter stands)	\$ 2,990	35%
Strength	Magnum	Racks	MG-A690-9	MG Half Rack 9' (no spotter stands)	\$ 3,182	35%
Strength	Magnum	Racks	MG-A691	MG Double Half Rack 8' (no spotter stands)	\$ 5,881	35%
Strength	Magnum	Racks	MG-A691-9	MG Double Half Rack 9' (no spotter stands)	\$ 6,167	35%
Strength	Magnum	Racks	MG-A691S-05	MG-Compact Double Half Rack;	\$ 5,262	35%
Strength	Magnum	Racks	MG-A694	MG Open Rack 8' (no spotter stands)	\$ 3,297	35%
Strength	Magnum	Racks	MG-A694-9	MG Open Rack 9' (no spotter stands)	\$ 3,427	35%
Strength	Magnum	Racks	MG-MOPT-R47-02	MG Connecting Flange;MR47;	\$ 291	35%
Strength	Magnum	Racks	MG-MOPT-R690-02	MG Connecting Flange;MR690;	\$ 239	35%
Strength	Magnum	Racks	MG-MOPT-R694-02	MG Connecting Flange;MR694;	\$ 239	35%
Strength	Magnum	Racks	MG-MOPT-S47-02	MG 8' Rack Connection Kit;MR;	\$ 156	35%
Strength	Magnum	Racks	MG-MOPT-S47-9-02	MG 9' Rack Connection Kit;MR;	\$ 156	35%
Strength	Magnum	Racks	MG-MR47	MEGA Full Power Rack 8' (no spotter stands)	\$ 4,675	35%
Strength	Magnum	Racks	MG-MR47-9	MEGA Full Power Rack 9' (no spotter stands)	\$ 5,070	35%
Strength	Magnum	Racks	MG-MR690	MEGA Half Rack 8' (no spotter stands)	\$ 4,378	35%
Strength	Magnum	Racks	MG-MR690-9	MEGA Half Rack 9' (no spotter stands)	\$ 4,571	35%
Strength	Magnum	Racks	MG-MR691	MEGA Double Half Rack 8'	\$ 7,602	35%
Strength	Magnum	Racks	MG-MR694	MEGA Open Rack 8' (no spotter stands)	\$ 4,472	35%
Strength	Magnum	Racks	MG-MR694-9	MEGA Open Rack 9' (no spotter stands)	\$ 4,826	35%
Strength	Magnum	Racks	MG-OPT-R47-02	MG Connecting Flange;A47/A694;	\$ 239	35%
Strength	Magnum	Racks	MG-OPT-R690-02	MG Connecting Flange;A690;	\$ 239	35%

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Strength	Magnum	Racks	MG-OPT-S47-02	MG 8' Rack Connection Kit;A Series;	\$ 156	35%
Strength	Magnum	Racks	MG-OPT-S47-9-02	MG 9' Rack Connection Kit;A Series;	\$ 161	35%
Strength	Magnum	Racks	MG-OPTSD-02	Optional Shroud Decal - Must order Qty of 2 - Avail on	\$ 385	35%
Strength	Magnum	Racks	MG-S21-02	MG Lat Pulldown;	\$ 3,756	35%
Strength	Magnum	Racks	MG-S21LR-02	MG Low Row Attachment;S21	\$ 751	35%
Strength	Magnum	Racks	MG-S23-02	MG Adjustable Pulley;	\$ 3,390	35%
Strength	Magnum	Rack Connection Brackets	MG-MOPT35-10	Mega Straight Chin Bar - 10'	\$ 754	20%
Strength	Magnum	Rack Connection Brackets	MG-MOPT35-6	Mega Straight Chin Bar - 6'	\$ 634	20%
Strength	Magnum	Rack Connection Brackets	MG-MOPT35-8	Mega Straight Chin Bar - 8'	\$ 692	20%
Strength	Magnum	Rack Connection Brackets	MG-MOPT36-10	Mega Dual Sided Fat/Straight Chin Bar - 10'	\$ 1,170	20%
Strength	Magnum	Rack Connection Brackets	MG-MOPT36-6	Mega Dual Sided Fat/Straight Chin Bar - 6'	\$ 936	20%
Strength	Magnum	Rack Connection Brackets	MG-MOPT36-8	Mega Dual Sided Fat/Straight Chin Bar - 8'	\$ 1,024	20%
Strength	Magnum	Rack Connection Brackets	MG-MOPT-C47	Mounting Kit - MR47	\$ 52	20%
Strength	Magnum	Rack Connection Brackets	MG-MOPT-C9094	Mounting Kit - MR690 / MR694	\$ 42	20%
Strength	Magnum	Rack Connection Brackets	MG-MOPT-C91	Mounting Kit - MR691	\$ 42	20%
Strength	Magnum	Rack Connection Brackets	MG-OPT32-10	Straight Ladder - 9'9"	\$ 1,316	20%
Strength	Magnum	Rack Connection Brackets	MG-OPT32-8	Straight Ladder - 8'	\$ 1,170	20%
Strength	Magnum	Rack Connection Brackets	MG-OPT33-10	Pyramid Ladder - 9'9"	\$ 1,482	20%
Strength	Magnum	Rack Connection Brackets	MG-OPT33-8	Pyramid Ladder - 8'	\$ 1,336	20%
Strength	Magnum	Rack Connection Brackets	MG-OPT35-10	Straight Chin Bar - 10'	\$ 749	20%
Strength	Magnum	Rack Connection Brackets	MG-OPT35-6	Straight Chin Bar - 6'	\$ 629	20%
Strength	Magnum	Rack Connection Brackets	MG-OPT35-8	Straight Chin Bar - 8'	\$ 692	20%
Strength	Magnum	Rack Connection Brackets	MG-OPT36-10	Dual Sided Fat/Straight Chin Bar - 10'	\$ 1,165	20%
Strength	Magnum	Rack Connection Brackets	MG-OPT36-6	Dual Sided Fat/Straight Chin Bar - 6'	\$ 931	20%
Strength	Magnum	Rack Connection Brackets	MG-OPT36-8	Dual Sided Fat/Straight Chin Bar - 8'	\$ 1,019	20%
Strength	Magnum	Rack Connection Brackets	MG-OPT-C	Magnum Series Mounting Kit	\$ 109	20%
Strength	Magnum	Rack Options	MG-MOPT11	Platform Ramp (for MEGA Power Racks)	\$ 234	20%
Strength	Magnum	Rack Options	MG-MOPT13	Land Mine Attachment (for Mega Power Racks)	\$ 286	20%
Strength	Magnum	Rack Options	MG-MOPT29	Docking Kit w/o Platform - Mega Rack	\$ 52	20%
Strength	Magnum	Rack Options	MG-MOPT29P	Docking Kit with Platform - Mega Rack	\$ 52	20%
Strength	Magnum	Rack Options	MG-MOPT31	Battle Rope Attachment - Mega Rack	\$ 135	20%
Strength	Magnum	Rack Options	MG-MOPT41	Dual Olympic Bar Storage - Mega Rack	\$ 52	20%
Strength	Magnum	Rack Options	MG-MOPT42	Rotating Chin Handles - MR47	\$ 499	20%
Strength	Magnum	Rack Options	MG-MOPT43	Side Mounted Pull-Up Bar - Mega Rack	\$ 400	20%
Strength	Magnum	Rack Options	MG-OPT1	MEGA / PRO J-Hooks	\$ 380	20%
Strength	Magnum	Rack Options	MG-OPT10	Custom Platform Logo	\$ 785	20%
Strength	Magnum	Rack Options	MG-OPT11	Platform Ramp	\$ 213	20%
Strength	Magnum	Rack Options	MG-OPT13	Land Mine Attachment	\$ 286	20%
Strength	Magnum	Rack Options	MG-OPT14U	Name Plate (Universal Mount)	\$ 400	20%
Strength	Magnum	Rack Options	MG-OPT16	Core Handle	\$ 125	20%
Strength	Magnum	Rack Options	MG-OPT17B	Jammin Arms w/ Band Attachment	\$ 1,518	20%
Strength	Magnum	Rack Options	MG-OPT17RB	Reverse Jammin Arms w/ Band Attachment (Pair)	\$ 1,518	20%
Strength	Magnum	Rack Options	MG-OPT1R	Reverse J-Hooks (Pair)	\$ 380	20%
Strength	Magnum	Rack Options	MG-OPT21	Safety Arm Storage	\$ 198	20%
Strength	Magnum	Rack Options	MG-OPT22	Safety Arm Storage (for MR Series Racks) (Pair)	\$ 265	20%
Strength	Magnum	Rack Options	MG-OPT23	Safety Arm Storage for D Series Rack	\$ 203	20%
Strength	Magnum	Rack Options	MG-OPT26	Fat Bar J-hooks	\$ 406	20%
Strength	Magnum	Rack Options	MG-OPT26R	Reverse Fat Bar J-hooks	\$ 406	20%
Strength	Magnum	Rack Options	MG-OPT29	Docking Kit w/o Platform	\$ 52	20%
Strength	Magnum	Rack Options	MG-OPT29P	Docking Kit with Platform	\$ 52	20%
Strength	Magnum	Rack Options	MG-OPT3	Dip Bars	\$ 380	20%
Strength	Magnum	Rack Options	MG-OPT31	Battle Rope Attachment	\$ 140	20%
Strength	Magnum	Rack Options	MG-OPT3R	Reverse Dip Bars	\$ 380	20%
Strength	Magnum	Rack Options	MG-OPT4	3-peg Band Pegs	\$ 504	20%
Strength	Magnum	Rack Options	MG-OPT41	Dual Olympic Bar Storage	\$ 52	20%



	Strength	Magnum	Rack Options	MG-OPT42	Rotating Chin Handles	\$ 510	20%
	Strength	Magnum	Rack Options	MG-OPT43	Side Mounted Pull-Up Bar	\$ 416	20%
	Strength	Magnum	Rack Options	MG-OPT44	Bolt On Olympic Bar Holder (Pair)	\$ 213	20%
	Strength	Magnum	Rack Options	MG-OPT45	Bolt On Spotters Stand MEGA and A Series	\$ 645	20%
	Strength	Magnum	Rack Options	MG-OPT45S-02	Bolt on Spotter Stands - Compact Double Half Rack for	\$ 302	20%
	Strength	Magnum	Rack Options	MG-OPT46-02	Bolt on Front Pegs	\$ 234	20%
	Strength	Magnum	Rack Options	MG-OPT5	2-peg Band Pegs	\$ 312	20%
	Strength	Magnum	Rack Options	MG-OPT6	Squat Handles (Pair)	\$ 322	20%
	Strength	Magnum	Rack Options	MG-OPT7	Step-up Platform	\$ 671	20%
	Strength	Magnum	Rack Options	MG-OPT7R	Reverse Step-up Platform	\$ 645	20%
Revised 7/1/2021							
	Group/Category/Frame	Console/Version	Model #	Product Description	MSRP	% Off	
	Strength	Magnum	Rack Options	MG-OPT8	Technique Scoops	\$ 1,030	20%
	Strength	Magnum	Rack Options	MG-OPT8R	Reverse Technique Scoops (Pair)	\$ 874	20%
	Strength	Magnum	Rack Options	MG-943-06	Adjustable Pulley;IS	\$ 2,912	20%
	Strength	Magnum	Rack Options	MG-FS943-06	Free Standing Adjustable Pulley;IS	\$ 3,494	20%
	Strength	Magnum	Rack Options	MG-DP943-06	Dual Adjustable Pulley;IS	\$ 2,891	20%
	Strength	Magnum	Rack Options	MG-FSDP943-06	Free Standing Dual Adjustable Pulley;IS	\$ 3,526	20%
	Strength	Magnum	Rack Options	MG-944-06	Adjustable Crossover;IS	\$ 5,762	20%
	Strength	Magnum	Rack Options	MG-FS944-06	Free Standing Adjustable Crossover;IS	\$ 6,105	20%
	Strength	Magnum	Station Options	M99	Wheelchair Seat	\$ 411	20%
Magnum Pro							
	Strength	Magnum	Racks	MG-PRO690-02	Professional Half Rack 8";BT	\$ 2,400	35%
	Strength	Magnum	Racks	MG-PRO690-7-02	Professional Half Rack 7";BT	\$ 2,364	35%
	Strength	Magnum	Racks	MG-PRO690C-02	Professional Half Rack 8" Config. Stora	\$ 2,400	35%
	Strength	Magnum	Racks	MG-PRO690C-7-02	Professional Half Rack 7" Config Stora	\$ 2,364	35%
Magnum							
	Strength	Magnum	Platform	MG-AOSP	MG A-series Optional Spotter Platform	\$ 421	35%
	Strength	Magnum	Platform	MG-A691SP-06	Platform, hardwood, 6x8, A691S	\$ 3,120	35%
	Strength	Magnum	Platform	MG-A691SP-4-06	Platform, hardwood, 4x8, A691S	\$ 2,652	35%
	Strength	Magnum	Platform	MG-MA4794P-06	Platform, hardwood, 6x8, MR47/A47/MR694/A694	\$ 3,234	35%
	Strength	Magnum	Platform	MG-MA4794P-4-06	Platform, hardwood, 4x8, MR47/A47/MR694/A694	\$ 2,756	35%
	Strength	Magnum	Platform	MG-MA9091P-06	Platform, hardwood, 6x8, MR690/A690/MR691/A691	\$ 3,120	35%
	Strength	Magnum	Platform	MG-MA9091P-4-06	Platform, hardwood, 4x8, MR690/A690/MR691/A691	\$ 2,652	35%
	Strength	Magnum	Platform	MG-MARP4794-06	Platform, rubber, 6x8, MR47/A47/MR694/A694	\$ 1,612	35%
	Strength	Magnum	Platform	MG-MARP4794-4-06	Platform, rubber, 4x8, MR47/A47/MR694/A694	\$ 1,373	35%
	Strength	Magnum	Platform	MG-MARP9091-06	Platform, rubber, 6x8, MR690/A690/MR691/A691	\$ 1,466	35%
	Strength	Magnum	Platform	MG-MARP9091-4-06	Platform, rubber, 4x8, MR690/A690/MR691/A691	\$ 1,248	35%
	Strength	Magnum	Platform	MG-PS86-06	Platform, hardwood, 6x8, stand-alone	\$ 2,205	35%
	Strength	Magnum	Platform	MG-RP691S-06	Platform, rubber, 6x8, A691S	\$ 1,466	35%
	Strength	Magnum	Platform	MG-RP691S-4-06	Platform, rubber, 4x8, A691S	\$ 1,248	35%
	Strength	Magnum	Platform	MG-RP86-06	Platform, rubber, 6x8, stand-alone	\$ 1,394	35%
	Strength	Magnum	Platform	MG-PS84-06	4" x 8" Stand-Alone Platform w/Hardwood	\$ 1,789	35%
	Strength	Magnum	Platform	MG-RP84-06	4" x 8" Stand-Alone Rubber Platform	\$ 1,165	35%
Magnum Towers							
	Strength	Magnum	Towers	MG-921	Lat Pulldown	\$ 3,032	35%
	Strength	Magnum	Towers	MG-923	Adjustable Pulley	\$ 2,538	35%
	Strength	Magnum	Towers	MG-924	Adjustable Crossover	\$ 4,909	35%
	Strength	Magnum	Towers	MG-926	Low Row	\$ 3,110	35%
	Strength	Magnum	Towers	MG-936	Rear Delt / Fly	\$ 3,968	35%
	Strength	Magnum	Towers	MG-937	Dip / Chin Assist	\$ 3,962	35%
	Strength	Magnum	Towers	MG-942	Triceps Pushdown	\$ 2,444	35%
	Strength	Magnum	Towers	MG-946	Lat Pulldown / Low Row	\$ 3,286	35%
	Strength	Magnum	Towers	MG-947	Biceps / Triceps	\$ 2,720	35%
	Strength	Magnum	Free-Standing Towers	MG-FS921	Free-standing Lat Pulldown	\$ 3,120	35%
	Strength	Magnum	Free-Standing Towers	MG-FS923	Free-standing Adjustable Pulley	\$ 3,021	35%
	Strength	Magnum	Free-Standing Towers	MG-FS924	Free-standing Adjustable Crossover	\$ 4,888	35%
	Strength	Magnum	Free-Standing Towers	MG-FS926	Free-standing Low Row	\$ 3,193	35%
	Strength	Magnum	Free-Standing Towers	MG-FS936	Free-standing Rear Delt / Fly	\$ 4,040	35%
	Strength	Magnum	Free-Standing Towers	MG-FS937	Free-standing Dip / Chin Assist	\$ 4,040	35%
	Strength	Magnum	Free-Standing Towers	MG-FS942	Free-standing Triceps Pushdown	\$ 2,704	35%
	Strength	Magnum	Free-Standing Towers	MG-FS946	Free-standing Lat Pulldown / Low Row	\$ 3,396	35%
	Strength	Magnum	Free-Standing Towers	MG-FS947	Free-standing Biceps / Triceps	\$ 2,948	35%
	Strength	Magnum	Free-Standing Towers	MG-FSDP921	Free-standing Dual-pulley Lat Pulldown	\$ 3,604	35%
	Strength	Magnum	Free-Standing Towers	MG-FSDP923	Free-standing Dual Adjustable Pulley	\$ 3,068	35%
	Strength	Magnum	Free-Standing Towers	MG-FSDP926	Free-standing Dual-pulley Low Row	\$ 3,666	35%
Varsity							
	Strength	Varsity	Functionl Trainer	VY-6044	Functional Trainer 2:1	\$ 4,259	28%
	Strength	Varsity	Functionl Trainer	VY-6047	Functional Trainer 4:1	\$ 4,664	28%
	Strength	Varsity	Functionl Trainer	VY-FTHP	Handle Package for Functional Trainer 6044 and 6047	\$ 572	28%
Varsity Plate-							
	Strength	Varsity	Plate-Loaded	VY-400	Perfect Squat	\$ 2,985	28%
Revised 7/1/2021							
	Group/Category/Frame	Console/Version	Model #	Product Description	MSRP	% Off	
	Strength	Varsity	Plate-Loaded	VY-401	Leg Extension	\$ 2,449	28%
	Strength	Varsity	Plate-Loaded	VY-402	Prone Leg Curl	\$ 2,413	28%

	Strength Varsity	Plate-Loaded	VY-431	Biceps Curl	\$ 2,376	28%
	Strength Varsity	Plate-Loaded	VY-432	Triceps Extension	\$ 2,335	28%
	Strength Varsity	Plate-Loaded	VY-M49	Angled Smith Machine	\$ 4,696	28%
Varsity Platforms						
	Strength Varsity	Platform	VY-D4794P-06	Platform, hardwood, 6x8, D47/D694	\$ 3,370	28%
	Strength Varsity	Platform	VY-D4794P-4-06	Platform, hardwood, 4x8, D47/D694	\$ 2,860	28%
	Strength Varsity	Platform	VY-D690P-06	Platform, hardwood, 6x8, D690	\$ 3,214	28%
	Strength Varsity	Platform	VY-D690P-4-06	Platform, hardwood, 4x8, D690	\$ 2,735	28%
	Strength Varsity	Platform	VY-D691P-06	Platform, hardwood, 6x8, D691	\$ 3,120	28%
	Strength Varsity	Platform	VY-D691P-4-06	Platform, hardwood, 4x8, D691	\$ 2,652	28%
	Strength Varsity	Platform	VY-DRP4794-06	Platform, rubber, 6x8, D47/D694	\$ 1,518	28%
	Strength Varsity	Platform	VY-DRP4794-4-06	Platform, rubber, 4x8, D47/D694	\$ 1,290	28%
	Strength Varsity	Platform	VY-DRP90-06	Platform, rubber, 6x8, D690	\$ 1,404	28%
	Strength Varsity	Platform	VY-DRP90-4-06	Platform, rubber, 4x8, D690	\$ 1,186	28%
	Strength Varsity	Platform	VY-DRP91-06	Platform, rubber, 6x8, D691	\$ 1,394	28%
	Strength Varsity	Platform	VY-DRP91-4-06	Platform, rubber, 4x8, D691	\$ 1,175	28%
	Strength Varsity	Platform	MG-OPT11-04	Platform Ramp	\$ 135	28%
	Strength Varsity	Platform	MG-MOPT29P-04	MIR Rack Bench Docking Kit	\$ 54	28%
Varsity						
	Strength Varsity	Racks	VY-D47	Power Rack 8' (no spotter stands)	\$ 3,364	35%
	Strength Varsity	Racks	VY-D690	Half Rack 7'6" Tall (no spotter stands)	\$ 2,699	35%
	Strength Varsity	Racks	VY-D690-7	Half Rack 7' (no spotter stands)	\$ 2,460	35%
	Strength Varsity	Racks	VY-D691	Double Half Rack 8'	\$ 4,342	35%
	Strength Varsity	Racks	VY-D694	Multi Rack 7'6" Tall (no spotter stands)	\$ 2,772	35%
	Strength Varsity	Rack Options	VY-DOPT1	J-Hooks (Pair)	\$ 385	25%
	Strength Varsity	Rack Options	VY-DOPT29	Docking Kit Varsity Rack w/o Platform	\$ 52	25%
	Strength Varsity	Rack Options	VY-DOPT29P	Docking Kit Varsity Rack with Platform	\$ 47	25%
	Strength Varsity	Rack Options	VY-DOPT31-02	Battle Rope Attachment - Varsity Racks	\$ 140	25%
	Strength Varsity	Rack Options	VY-DOPT45S-02	Spotter Stands	\$ 338	25%
	Strength Varsity	RackOptions	MG-OPT14U	Name Plate (Universal Mount)	\$ 400	25%
	Strength Varsity	RackOptions	MG-OPT23	Safety Arm Storage	\$ 203	25%
	Strength Varsity	RackOptions	VY-DOPT13	Land Mine Attachment	\$ 286	25%
	Strength Varsity	RackOptions	VY-DOPT1R	Reverse J-hooks (Pair)	\$ 385	25%
	Strength Varsity	RackOptions	VY-DOPT3	Dip Bars	\$ 473	25%
	Strength Varsity	RackOptions	VY-DOPT3R	Reverse Dip Bars	\$ 473	25%
	Strength Varsity	RackOptions	VY-DOPT4	3-peg Band Pegs	\$ 504	25%
	Strength Varsity	RackOptions	VY-DOPT44	Bolt On Olympic Bar Holder (Pair)	\$ 208	25%
	Strength Varsity	RackOptions	VY-DOPT5	2-peg Band Pegs	\$ 333	25%
Varsity Dual Free ghts						
	Strength Varsity	Selectorized / Duals Free	VY-D306	Horizontal Plate Rack (Ridge Black Color Only)	\$ 400	25%
	Strength Varsity	Selectorized / Duals Free	VY-D59	Flat Bench	\$ 392	25%
	Strength Varsity	Selectorized / Duals Free	VY-D61	Adjustable Decline	\$ 725	25%
	Strength Varsity	Selectorized / Duals Free	VY-D62	Preacher Curl-Seated	\$ 537	25%
	Strength Varsity	Selectorized / Duals Free	VY-D63C	Vertical Knee Raise w/Chin	\$ 1,300	25%
	Strength Varsity	Selectorized / Duals Free	VY-D67C	Weight Tree	\$ 310	25%
	Strength Varsity	Selectorized / Duals Free	VY-D67H	Weight Tree w/ Olympic Bar Holders	\$ 365	25%
	Strength Varsity	Selectorized / Duals Free	VY-D68	Barbell Rack	\$ 825	25%
	Strength Varsity	Selectorized / Duals Free	VY-D695	Flat-to-incline Bench w/Horizontal Adjustment	\$ 1,220	25%
	Strength Varsity	Selectorized / Duals Free	VY-D697	2-tier Hex Dumbbell Rack	\$ 869	25%
	Strength Varsity	Selectorized / Duals Free	VY-D70	10-pair Dumbbell Rack	\$ 790	25%
	Strength Varsity	Selectorized / Duals Free	VY-D77	Adjustable Ab Bench	\$ 945	25%
	Strength Varsity	Selectorized / Duals Free	VY-D78	Olympic Flat Bench	\$ 890	25%
	Strength Varsity	Selectorized / Duals Free	VY-D79	Olympic Incline Bench	\$ 1,180	25%
	Strength Varsity	Selectorized / Duals Free	VY-D85A	Multi-adjustable Bench	\$ 859	25%
	Strength Varsity	Selectorized / Duals Free	VY-D85AK-02	VY-D85A Kickstand	\$ 94	25%
	Strength Varsity	Selectorized / Duals Free	VY-D85AOK-02	VY-D85A Kickstand w/ Plasma Rack	\$ 135	25%
	Strength Varsity	Selectorized / Duals Free	VY-D86	Multi-adjustable Bench w/Decline	\$ 1,010	25%
	Strength Varsity	Selectorized / Duals Free	VY-D87	Utility Bench	\$ 425	25%
	Strength Varsity	Selectorized / Duals Free	VY-D93	Back Extension Bench	\$ 615	25%
	Strength Varsity	Selectorized / Duals Free	VY-D96	Glute Ham Bench	\$ 1,305	25%

Matrix Warranty Standard Warranty      Matrix Three Year Parts and Labor ( see contract for execeptions)

Freight and Insta Freight and Install not included

Notes:      The contract pricing is NOT TO EXCEED PRICING

## ATTACHMENT A

## OFFEROR DATA SHEET

TO BE COMPLETED BY OFFEROR

1. QUALIFICATIONS OF OFFEROR: Offerors must have the capability and capacity in all respects to fully satisfy the contractual requirements.
2. YEARS IN BUSINESS: Indicate the length of time you have been in business providing these types of goods and services.

Years 30 Months           

3. REFERENCES: Indicate below a listing of at least five (5) organizations, either commercial or governmental/educational, that your agency is servicing. Include the name and address of the person the purchasing agency has your permission to contact.

CLIENT			LENGTH OF SERVICE	ADDRESS	CONTACT PERSON/PHONE #
Florida University	Gulf Coast		12 Year Partner	10501 FGCU BLVD S Ft Myers FL 33965	Amy Swingle 239-590-1873
Towson University			4 Year Partner	TU Burdick Hall 8000 York Road Towson MD 21252	Grady Sheffield 410-704-2497
University of Delaware			3 Year Partner	UD Carpenter Sports Building 26 N College Ave Newark DE 19711	Christina Pena 302-831-1582
Louisiana State University			6 Year Partner	LSU UREC 102 StudentRec Complex Baton Rouge LA 70803	Laurie Braden 956-245-4603
University of Virginia			7 Year Partner	North Grounds Rec Center 510 Massie Road Charlottesville VA 22903	Chris Maslaney 434-924-7958

4. List full names and addresses of Offeror and any branch offices which may be responsible for administering the contract.

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5. RELATIONSHIP WITH THE COMMONWEALTH OF VIRGINIA: Is any member of the firm an employee of the Commonwealth of Virginia who has a personal interest in this contract pursuant to the [CODE OF VIRGINIA](#), SECTION 2.2-3100 – 3131?

[ ] YES [X] NO

IF YES, EXPLAIN: \_\_\_\_\_

## ATTACHMENT B

Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

Offeror Name: \_\_\_JHTNA dba Matrix Fitness\_\_\_ Preparer Name: \_\_\_Dave Detweiler\_\_\_Date: \_\_\_7/14/2021\_\_\_Is your firm a **Small Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_ No \_\_\_X\_\_\_If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_Is your firm a **Woman-owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_ No \_\_\_X\_\_\_If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_Is your firm a **Minority-Owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_ No \_\_\_X\_\_\_If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_Is your firm a **Micro Business** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_ No \_\_\_X\_\_\_If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

**Instructions:** *Populate the table below to show your firm's plans for utilization of small, women-owned and minority-owned business enterprises in the performance of the contract. Describe plans to utilize SWaMs businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.*

**Small Business:** "Small business " means a business, independently owned or operated by one or more persons who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years.

**Woman-Owned Business Enterprise:** A business concern which is at least 51 percent owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more women, and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWaM Program, all certified women-owned businesses are also a small business enterprise.**

**Minority-Owned Business Enterprise:** A business concern which is at least 51 percent owned by one or more minorities or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more minorities and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWaM Program, all certified minority-owned businesses are also a small business enterprise.**

**Micro Business** is a certified Small Business under the SWaM Program and has no more than twenty-five (25) employees AND no more than \$3 million in average annual revenue over the three-year period prior to their certification.

**All small, women, and minority owned businesses must be certified by the Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) to be counted in the SWaM program. Certification applications are available through SBSD at 800-223-0671 in Virginia, 804-786-6585 outside Virginia, or online at <http://www.sbsd.virginia.gov/> (Customer Service).**

***RETURN OF THIS PAGE IS REQUIRED***

**ATTACHMENT B (CNT'D)**  
**Small, Women and Minority-owned Businesses (SWaM) Utilization Plan**

Procurement Name and Number: \_\_\_\_\_ N/A \_\_\_\_\_

Date Form Completed: \_\_\_\_07/14/2021\_\_\_\_

Listing of Sub-Contractors, to include, Small, Woman Owned and Minority Owned Businesses  
for this Proposal and Subsequent Contract

Offeror / Proposer:

JHTNA dba Matrix Fitness  
Firm

1600 Landmark Drive, Cottage Grove, WI 53527  
Address

Dave Detweiler 240-397-0464  
Contact Person/No.

Sub-Contractor's Name and Address	Contact Person & Phone Number	SBSD Certification Number	Services or Materials Provided	Total Subcontractor Contract Amount (to include change orders)	Total Dollars Paid Subcontractor to date (to be submitted with request for payment from JMU)
No Subcontractors					

*(Form shall be submitted with proposal and if awarded, again with submission of each request for payment)*

***RETURN OF THIS PAGE IS REQUIRED***

James Madison University  
RFP JGM-1124

Section V Paragraph B – Specific Proposal Instructions

6. Matrix Fitness is grateful for the VASCUPP opportunity and is proud to have brought several customers to the program over the past several years. Matrix Fitness had the following VASCUPP sales this calendar year (2021).
- |                                      |        |
|--------------------------------------|--------|
| a. NVCC                              | \$48K  |
| b. GMU                               | \$111K |
| c. Harrisonburg Parks and Recreation | \$5K   |
| d. Radford                           | \$28K  |
| e. Inn at VA Tech                    | \$44K  |
| f. JMU                               | \$11K  |



## WARRANTY

Our promise of quality to you. We are committed to enhancing the total value proposition and the lowest total cost of investment with a robust warranty that will cover all of your product for the duration of the agreement.

### CARDIO 2020 WARRANTY

	PERFORMANCE SERIES	ENDURANCE SERIES	LIFESTYLE SERIES
*Frame	7 Years	7 Years	7 Years
Drive Motor (Treadmills)	Lifetime	Lifetime	7 Years
JID Hybrid Generator (Other Cardio)	5 Years	5 Years	5 Years
Parts & Labor	3 Years	3 Years	3 Years
**Wear Items	90 Days	90 Days	90 Days

Frame is defined as the welded metal base of the unit and does not include removable parts.

\*\*Wear items include: Headphone Jack, USB port, Batteries, Belts (drive/pulley), Straps. No Labor.

### ADDITIONAL CARDIO WARRANTY

	T7XI/T7XE/T5X TREADMILL	T3XE/T3X/T3XH TREADMILL	T1XE/T1X TREADMILL †
*Frame	7 Years	7 Years	7 Years
Drive Motor	Lifetime	7 Years	3 Years
Parts	3 Years	3 Years	3 Years
Labor	3 Years	3 Years	3 Years
**Wear Items	90 Days	90 Days	90 Days
	A7XI/A7XE/A5X/A3XE/ A3X ASCENT	E7XI/E7XE/E5X/E3XE/ E3X ELLIPTICAL	
*Frame	7 Years	7 Years	
JID Hybrid Generator	5 Years	5 Years	
Parts	3 Years	3 Years	
Labor	3 Years	3 Years	
**Wear Items	90 Days	90 Days	

## WARRANTY *(CONT'D)*

	<b>S7XI/S7XE/S5X/S3XE/ S3X STEPPER</b>	<b>C7XI/C7XE/C5X/C3XE/ C3X CLIMBMILL</b>	<b>H7XI/H7XE/H5X/H3XE/ H3X HYBRID</b>
*Frame	7 Years	7 Years	7 Years
JID Hybrid Generator	5 Years	5 Years	5 Years
Parts	3 Years	3 Years	3 Years
Labor	3 Years	3 Years	3 Years
**Wear Items	90 Days	90 Days	90 Days
	<b>U7XI/U7XE/U5X/U3XE/U3X UPRIGHT</b>	<b>R7XI/R7XE/R5X/R3XE/ R3X RECUMBENT</b>	<b>E1XE/E1X/R1XE/R1X/U1XE/ U1X †</b>
*Frame	7 Years	7 Years	7 Years
JID Hybrid Generator	5 Years	5 Years	5 Years
Parts	3 Years	3 Years	3 Years
Labor	3 Years	3 Years	3 Years
**Wear Items	90 Days	90 Days	90 Days

Frame is defined as the welded metal base of the unit and does not include removable parts.

\*\*Wear items include: Headphone Jack, USB port, Batteries, Belts (drive/pulley), Straps. No Labor.

† Warranty limited to 6 hours of use per day. Full commercial warranty not available on 1-Series cardio.

## WARRANTY *[CONT'D]*

	CXC/CXM/CXP	KRANKCYCLE	S-DRIVE/ S-FORCE	ROWER
*Frame	7 Years	5 Years	7 Years	7 Years
**Electronics	1 Year			
Parts	3 Years †	2 Years	3 Years	3 Years
Labor	90 Days	90 Days	3 Years	3 Years
Wear Items	90 Days	90 Days	6 Months (Harness System)	2 Years (Rope, Seat, Foot Support), 1 Year (Other)

Frame is defined as the welded metal base of the unit and does not include removable parts.

\*\*Electronics include Console, Generator, Console Cables, Battery.

† Training Cycle parts include Seat Post, Pedals, Saddle Structure, Magnetic Break, Flywheel, Cranks, Drive Belt, Handlebars.

### CONNEXUS

*Frame (Not Coatings)	10 Years
Parts & Labor	3 Years
Springs/Grips	1 Year
Accessories	90 Days

Frame is defined as the welded metal base of the unit and does not include removable parts.

	MATRIX DIGITAL TV	ENTERTAINMENT	INTELLIGENT TRAINING CONSOLE
Parts & Labor	3 Years		3 Years
Stands	Lifetime	1 Years	
**Wear Items	90 Days	90 Days	

\*\* Wear items include: Headphone Jack, USB port, Batteries, Belts (drive/pulley), Straps. No Labor

## WARRANTY *(CONT'D)*

### STRENGTH WARRANTY

	ULTRA/VERSA/AURA/ MAGNUM/VARSITY/CONNEXUS	G1 STRENGTH
**Frame (Not coatings)	10 Years	10 Years
Weight Stacks	5 Years	-
Pulleys	5 Years	-
Pivot Bearings	5 Years	-
Other items not specified	3 Years	-
Labor	3 Years	-
Upholstery/Cables/ Springs/Grips	1 Year	90 Days
Accessories	6 Months	-
Parts	5 Years	-
Labor (excluding upholstery/cables/grips)	5 Years	-

\*\* Frame is defined as the welded metal base of the unit and does not include removable parts.

### EXCLUSIVE REMEDY

The exclusive remedy for any of the above warranties shall be repair or replacement of defective Parts, or the supply of Labor to cure any defect, per the terms of the Commercial Warranty. All Labor shall be supplied by the local Matrix certified technician. The Product must be located within that service provider's service area. Products located outside service area will not be covered by the Labor warranty.



July 12, 2021

**ADDENDUM NO.: One**

**TO ALL OFFERORS:**

**REFERENCE:** Request for Proposal No: **RFP JGM-1124**  
Dated: **July 12, 2021**  
Commodity: **Athletic Fitness Equipment, Strength & Conditioning Equipment, Apparel, & Related Services**  
RFP Closing On: **July 19, 2021**

Please note the clarifications and/or changes made on this proposal program:

Signify receipt of this addendum by initialing "*Addendum #1* \_\_\_\_\_" on the signature page of your proposal.

1. Question: How often can we update products when and if products become available and or discontinued? What is the process for updating said products with JMU?

**Answer: JMU prefers that items be added and dropped at the time of contract renewal. In the event that items are needed to be added prior to renewal, JMU will add or drop said items through a contract modification.**

2. Question: Regarding Section IV – A, Can you please clarify exactly what you mean by 'electronic catalog.'

**Answer: A price list of products your firm is offering in accordance with the RFP document. Price list should specify list price and discount being offered. We encourage a link and or 'electronic catalog' be included, so the committee can view the exact equipment being offered.**

3. Question: Can you provide us with cost estimations for equipment and service?

**Answer: A cost estimate can not be provided at this time.**

Sincerely,

Garrett Morris  
Buyer Senior  
Phone: (540-568-4501)

MSC 5720  
752 Ott Street, Room 1042  
Wine Price Building  
Harrisonburg, VA 22807  
Office of  
PROCUREMENT SERVICES 540.568.3145 Phone  
540.568.7935 Fax



**July 14, 2021**

**ADDENDUM NO.: Two**

**TO ALL OFFERORS:**

<b>REFERENCE:</b>	Request for Proposal No:	<b>RFP JGM-1124</b>
	Dated:	<b>July 14, 2021</b>
	Commodity:	<b>Athletic Fitness Equipment, Strength &amp; Conditioning Equipment, Apparel, &amp; Related Services</b>
	RFP Closing On:	<b><del>July 19, 2021</del> July 21, 2021</b>

Please note the clarifications and/or changes made on this proposal program:

Signify receipt of this addendum by initialing "*Addendum #2*\_\_\_\_" on the signature page of your proposal.

1. The closing date and time has been extended to **Wednesday, July 21, 2021 at 2:00 p.m. (eastern)**

Sincerely,

A handwritten signature in blue ink that reads "Garrett Morris".

Garrett Morris  
Buyer Senior  
Phone: (540-568-4501)





July 15, 2021

**ADDENDUM NO.: Three**

**TO ALL OFFERORS:**

<b>REFERENCE:</b>	Request for Proposal No:	<b>RFP JGM-1124</b>
	Dated:	<b>July 15, 2021</b>
	Commodity:	<b>Athletic Fitness Equipment, Strength &amp; Conditioning Equipment, Apparel, &amp; Related Services</b>
	RFP Closing On:	<b><del>July 19, 2021</del> July 21, 2021</b>

Please note the clarifications and/or changes made on this proposal program:

Signify receipt of this addendum by initialing "*Addendum #3*\_\_\_\_" on the signature page of your proposal.

1. Question: Are clarifications or exceptions to the terms and conditions of the Bid Documents permitted?

**Answer: Clarifications or exceptions to the terms and conditions of the RFP should be noted in your firm's response to the RFP.**

2. Question: Will the Commonwealth of Virginia agree to a mutual waiver of consequential damages?

**Answer: No.**

3. Question: Will the Commonwealth of Virginia agree the addition of a mutually agreeable force majeure clause? Clarifications or exceptions to the terms and conditions of the RFP should be noted in your firm's response to the RFP.

**Answer: Clarifications or exceptions to the terms and conditions of the RFP should be noted in your firm's response to the RFP.**

4. Question: Assignment of Contract (RFP, pg. 14, N.): Will the Commonwealth of Virginia agree to allow the Contractor to assign the contract without notice or consent in connection with a merger, consolidation, sale of all of the equity interests of Contractor, or a sale of all or substantially all of the assets of Contractor to which the Contract relates?

MSC 5720  
752 Ott Street, Room 1042  
Wine Price Building  
Harrisonburg, VA 22807  
Office of 540.568.3145 Phone  
PROCUREMENT SERVICES 540.568.7935 Fax

**Answer: The University will require notice in connection with a merger, consolidation, sale of all of the equity interests of Contractor, or a sale of all or substantially all of the assets of Contractor to which the Contract relates.**

5. Question: Insurance (RFP pg. 15, Q.3.): Will the Commonwealth of Virginia remove the requirement to name the Commonwealth of Virginia as additional insured and so endorse it on the policy?

**Answer: Clarifications or exceptions to the terms and conditions of the RFP should be noted in your firm's response to the RFP.**

6. Price Adjustment (RFP, pg. 19, F.): Will the Commonwealth of Virginia agree with a price escalation clause allowing Contractor to increase the price annually if there are increases in input costs?

**Answer: Clarifications or exceptions to the terms and conditions of the RFP should be noted in your firm's response to the RFP.**

7. Question: Price Adjustment (RFP, pg. 19, F.): Will the Commonwealth of Virginia agree with a price escalation clause allowing Contractor to increase the price periodically if there are significant increases in input costs?

**Answer: Clarifications or exceptions to the terms and conditions of the RFP should be noted in your firm's response to the RFP.**

8. Question: Small Business Subcontracting (RFP, pg. 21, J. 3.): Will the Commonwealth of Virginia agree to waive the requirement that when a prime contractor wins an award of over \$200,000 the Contractor shall deliver to the contracting agency or institution with every request for payment, information on the use of subcontractors that are not Department of Small Business and Supplier Diversity (SBSD)-certified small businesses?

**Answer: This term shall apply, if Contractor is proposing to use subcontractors to perform any of the work as outlined in the RFP.**

9. Question: Indemnification (RFP, pg. 22, N.): Will the Commonwealth of Virginia agree to limit the indemnity and hold harmless provision to bodily injury and tangible property damage to the extent caused by Contractor's negligence and bidder's defense obligation, if any, if caused solely by a defect in design or manufacturing of the equipment or the sole negligence of the Contractor?

**Answer: No.**

Sincerely,



Garrett Morris

Buyer Senior

Phone: (540-568-4501)



**July 21, 2021**

**ADDENDUM NO.: Four**

**TO ALL OFFERORS:**

**REFERENCE:** Request for Proposal No: **RFP JGM-1124**  
Dated: **July 21, 2021**  
Commodity: **Athletic Fitness Equipment, Strength & Conditioning Equipment, Apparel, & Related Services**  
RFP Closing On: **July 19, 2021**  
**July 21, 2021**  
**July 28, 2021**

Please note the clarifications and/or changes made on this proposal program:

Signify receipt of this addendum by initialing "*Addendum #4*\_\_\_\_" on the signature page of your proposal.

1. The closing date and time has been extended to **Wednesday, July 28, 2021 at 2:00 p.m. (eastern)**

Sincerely,

A handwritten signature in blue ink, appearing to read "Garrett Morris".

Garrett Morris  
Buyer Senior  
Phone: (540-568-4501)

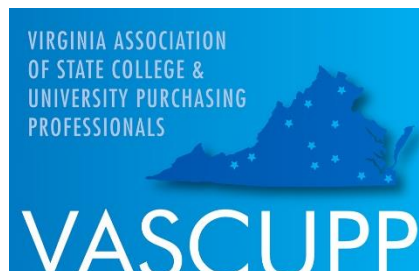


# Request for Proposal

## **RFP# JGM-1124**

**Athletic Fitness Equipment, Strength &  
Conditioning Equipment, Apparel, & Related  
Services**

**June 28, 2021**



# ***REQUEST FOR PROPOSAL***

## ***RFP# JGM-1124***

**Issue Date:** 06/28/2021

**Title:** Athletic Fitness Equipment, Strength & Conditioning Equipment, Apparel, & Related Services

**Issuing Agency:** Commonwealth of Virginia  
James Madison University  
Procurement Services MSC 5720  
752 Ott Street, Wine Price Building  
First Floor, Suite 1023  
Harrisonburg, VA 22807

**Period of Contract: From Date of Award Through One Year (Renewable)**

**Sealed Proposals Will Be Received Until 2:00 PM on Monday, July 19, 2021 for Furnishing The Services Described Herein.**

*SEALED PROPOSALS MAY BE MAILED, EXPRESS MAILED, OR HAND DELIVERED DIRECTLY TO THE ISSUING AGENCY SHOWN ABOVE.*

All Inquiries For Information And Clarification Should Be Directed To: Garrett Morris, Buyer Senior, Procurement Services, [morrisjg@jmu.edu](mailto:morrisjg@jmu.edu); 540-568-4501; (Fax) 540-568-7935 not later than five business days before the proposal closing date.

**NOTE: THE SIGNED PROPOSAL AND ALL ATTACHMENTS SHALL BE RETURNED.**

In compliance with this Request for Proposal and to all the conditions imposed herein, the undersigned offers and agrees to furnish the goods/services in accordance with the attached signed proposal or as mutually agreed upon by subsequent negotiation.

Name and Address of Firm:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

By: \_\_\_\_\_  
(Signature in Ink)

Name: \_\_\_\_\_  
(Please Print)

Date: \_\_\_\_\_

Title: \_\_\_\_\_

Web Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Fax #: \_\_\_\_\_

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1 \_\_\_\_\_ #2 \_\_\_\_\_ #3 \_\_\_\_\_ #4 \_\_\_\_\_ #5 \_\_\_\_\_ (please initial)

SMALL, WOMAN OR MINORITY OWNED BUSINESS:

~~Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against an offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.~~

# ***REQUEST FOR PROPOSAL***

***RFP # JGM-1124***

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## **I. PURPOSE**

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals from qualified sources to enter into a contract to provide quality fitness equipment, athletic apparel and related services for James Madison University (JMU), an agency of the Commonwealth of Virginia and on behalf of the Virginia Higher Education Procurement Consortium (VHEPC). Initial contract shall be for one (1) year with an option to renew for four (4) additional one-year periods.

## **II. BACKGROUND**

This solicitation is being issued by James Madison University on behalf of the Virginia Higher Education Procurement Consortium ("VHEPC") which includes all members from the Virginia Association of State College and University Purchasing Professionals ("VASCUPP"). Reference the VASCUPP Zone Map <https://www.vascupp.org/VASCUPPzonemap.pdf>

It is the intent of this solicitation and resulting contract to allow for cooperative procurement. Accordingly, this may include any and all state, local governments, school districts, public body, public or private health or higher education institutions or the University's affiliated foundations in the United States may access any resulting contract if authorized by the contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor, the resultant contract may be extended to the entities indicated above to purchase at contract prices in accordance with contract terms. The Contractor will notify the University in writing of any such entities accessing the contract. No modification of this contract or execution of a separate contract is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of this contract to accommodate specific governing laws, regulations, policies, and business goals required by the participating entity. Any such modification will apply solely between the participating entity and the Contractor. The Contractor will provide semi-annual usage reports for all entities accessing the Contract. Participating entities shall place their own orders directly with the Contractor and shall fully and independently administer their use of the contract to include contractual disputes, invoicing and payments without direct administration from the University. The University shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that the University is not responsible for the acts or omissions of any entity, and will not be considered in default of the contract no matter the circumstances.

Use of this contract does not preclude any participating entity from using other contracts or competitive processes if need be. The Contractor is strongly encouraged to offer additional discounts to all contract participants as the result of increasing aggregated spending among all entities accessing the contract. A plan for extending deeper discounts among all contract participants will be requested during negotiations.

### **JMU Athletics**

James Madison University (JMU) is a comprehensive public institution in Harrisonburg, Virginia with an enrollment of approximately 22,000 students and 4,000 faculty and staff. Further information about the University may be found at the following website: <http://www.jmu.edu>. The University sponsors an 18-sport intercollegiate athletics program that competes at The Division I level of the National Collegiate Athletic Association. JMU is also affiliated with the Colonial Athletic Association, of which it was a charter member in 1985, and with the Eastern College Athletic Conference.

JMU has men's athletic programs in baseball, basketball, football, golf, soccer, and tennis. Women's athletic programs include basketball, cross country, field hockey, golf, lacrosse, soccer, softball, swimming and diving, tennis, track and field (indoor and outdoor), and volleyball.

All JMU football and basketball contests are streamed either on FloSports as part of the CAA's media rights agreement or on JMU Sports.com. All other sports are streamed to the extent possible on JMU Sports.com.

The JMU Athletics Department's vision is to be the NCAA model for the student-athlete experience, distinguished by our academic achievement, integrity, personal development and nationally-competitive programs, and our sports embody that both on and off the field. JMU's football program has been a consistent force over the last two decades, having made the FCS playoffs 12 times since 2004, including two national championships in 2004 & 2017. The programs all have a strong history of CAA and NCAA Championship showings, with basketball and soccer each having won the conference title multiple times within the last five years.

JMU's women athletics tradition is among the oldest in the nation, dating nearly back to the institution's founding in 1908. Strong intercollegiate programs for women have been in place at the University since the early 1920s, and JMU was among the first of the nation's institutions to provide well-rounded overall intercollegiate offerings for females. JMU's lacrosse program has been one of the most prominent programs in the country, having been nationally ranked each of the last 29 years and even winning the national title in 2018. The women's basketball team ranks third nationally in all-time program wins. Softball has elevated itself to one of the top programs in the country, reaching the national semifinals of the Women's College World Series in 2021 and making the Super Regionals in three of the last five years. More information about JMU Athletics can be found at <https://jmusports.com/>

## **JMU UREC**

In 1994, Dr. Ronald Carrier, JMU's fourth president, and other university leaders broke ground for construction to begin on the James Madison University Recreation Center. The project included a synthetic turf field, which was the first synthetic field designated for recreational use on campus.

The first Director of University Recreation, Eric Nickel, was hired in 1995, and the Grand Opening of UREC was held in 1996. Two years later, the Climbing Wall was added to the UREC Atrium. The new facility was awarded the Athletic Business Facility of Merit Award in 1997 and the NIRSA Outstanding Sports Facility Award in 2000.

In 2008, UREC's Upper Turf opened, which provided much needed field space for the Intramural and Sport Club programs. Later that year, Dr. Linwood Rose, JMU's fifth president, approved the planning and construction of University Park. That same year, then-Presidential candidate Barack Obama spoke on the UREC Lower Turf, prior to a campaign event in the Convocation Center. 2010 marked the ground-breaking for University Park, and that same year, the first cohort of JMU's Campus Recreation Leadership concentration master's degree students graduated. University Park opened in 2012, with the Disc Golf Course and TEAM Challenge Course facilities projects being completed a year later. In 2012, UREC assumed responsibilities for East Campus Fields and added an Archery Range in 2013. A synthetic multi-purpose turf field was installed on the East Campus site in 2014.

In January 2016, UREC's facility addition opened, effectively doubling the building size, and in August of that same year, renovations were completed on the original 1996 building to re-purpose

spaces to create dynamic new spaces including an adventure center, wellness center, demonstration kitchen, food service operation, a meditation/mindfulness space and a wet/dry classroom. Jon Alger, JMU's sixth president, spoke at the Grand Re-Opening and 20<sup>th</sup> Anniversary Celebration in October 2016. In 2017, the facility was awarded the NIRSA Outstanding Sports Facility Award.

UREC operates an award-winning recreation facility, opened in 1996, and also utilizes additional indoor and outdoor facilities around campus including University Park.

UREC is more than a place to sweat. It is a place to learn about healthy lifestyles and develop positive habits that students can take with them when they leave JMU. UREC is a national leader in the development and use of student learning outcomes in the field of collegiate recreation.

The department offers over 300 non-credit educational programs a year as well as credit-based courses. UREC is the number one provider of educational programs for the wellness passport program in Cluster Five of the General Education Curriculum. UREC is also one of the largest employers of students on campus. More information about UREC can be found <https://www.jmu.edu/recreation/about/history-index.shtml>

\* University currently is under contract with Nike until May 31, 2024.

### **III. SMALL, WOMAN-OWNED AND MINORITY PARTICIPATION**

It is the policy of the Commonwealth of Virginia to contribute to the establishment, preservation, and strengthening of small businesses and businesses owned by women and minorities, and to encourage their participation in State procurement activities. The Commonwealth encourages contractors to provide for the participation of small businesses and businesses owned by women and minorities through partnerships, joint ventures, subcontracts, and other contractual opportunities. Attachment B contains information on reporting spend data with subcontractors.

### **IV. STATEMENT OF NEEDS**

James Madison University desires to partner with a Contractor(s) to provide quality fitness equipment, athletic apparel and related services for its athletic programs and university recreation. JMU may extend marketing opportunities to a Contractor(s) in exchange for apparel, equipment, and related services at no cost to the University or a further discounted rate. Athletic equipment includes but is not limited to strength and conditioning equipment, cardio equipment, fitness equipment, protection equipment, bags, etc.

The Contractor shall be the manufacturer or a fully authorized reseller of the athletic apparel and equipment being offered. The Contractor shall not ship substitute items without prior approval from James Madison University. The Contractor shall include list price, percentage discount, and JMU price on all quotes and invoices. Direct involvement by the contractor may be necessary to assist University in understanding the different types of products /services available and in selecting the best solution to fit their needs.

Offered equipment should be constructed of highest quality materials and workmanship. Meets or exceeds governing association specifications, (i.e., NCAA, NAIA, NBA, USLTA, NFSHSA) and is approved for use in competition by one or more of the governing associations. A recognizable brand name, and is warranted or guaranteed for minimum of 1-5 years unless specified longer, or manufacturer's standard, whichever is longer. Meets or exceeds all educational and competitive requirements

Describe in detail your approach to each of the following items. Failure to provide responses to the items below may result in rejection and return of the proposal.

- A. Provide complete electronic catalog of all available athletic apparel and fitness equipment being offered. Include published price list or instructions on how to access published price list electronically. Provide discount price and or percentage discount off published price list.
- B. Specify any annual allotments of apparel and equipment that will be provided to JMU free of charge. Describe the ordering and delivery process of free items.
- C. Provide all information for trade-in program for fitness equipment.
- D. Identify any other offerings to the University in regard to discounts, incentives, etc.
- E. List all contact information for ordering, invoicing, customer service, etc.
- F. Describe experience in working directly with Athletic programs and or University Recreation to determine needs and provide athletic/fitness apparel and equipment. Include method for collaboration for the term of the resulting contract.
- G. Describe in detail communication plan with JMU Athletics and University Recreation, specifically the method in which the University will stay informed of the status of pending orders.
- H. Describe your service support/repair process to include response time. Identify any potential costs associated with service/repair in *Section X. Pricing Schedule*.
- I. Describe available trainings for fitness equipment. Identify any potential costs associated for training in *Section X. Pricing Schedule*.
- J. Describe installation process for fitness equipment. Identify any potential costs associated with installation in *Section X. Pricing Schedule*.
- K. Describe timeframe for providing adequate sample items, material, or color swatches. Identify any potential costs associated with sample items in *Section X. Pricing Schedule*.
- L. Describe delivery options and policies, including in-stock, rush, and manufacturer order for the athletic fitness apparel and equipment being offered. All orders shall be FOB destination. Include information regarding delivery costs and/or free delivery in *Section X. Pricing Schedule*.
- M. Specify turnaround time for delivery (*standard, rush, etc.*) of the athletic apparel and equipment being offered.
- N. Describe ability to maintain sufficient stock for timely delivery.
- O. Describe in detail return policy. Identify any associated costs in *Section X. Pricing Schedule*.
- P. Describe available warranties.
- Q. Describe quality control process.
- R. Describe the process for replacement of defective, broken, or damaged athletic apparel and equipment. Include ability to provide replacement apparel and equipment within competition time restraints.

- S. Describe equipment re-conditioning services to include the re-conditioning of football helmets, shoulder pads, field equipment, etc. Specify associated costs in *Section X. Pricing Schedule*.
- T. Describe helmet painting services. Specify associated costs in *Section X. Pricing Schedule*.
- U. Describe embroidery and screen-printing services. Identify associated costs in *Section X. Pricing Schedule*.
- V. Identify any other goods or services being offered to James Madison University.

## V. PROPOSAL PREPARATION AND SUBMISSION

### A. GENERAL INSTRUCTIONS

**To ensure timely and adequate consideration of your proposal, offerors are to limit all contact, whether verbal or written, pertaining to this RFP to the James Madison University Procurement Office for the duration of this Proposal process. Failure to do so may jeopardize further consideration of Offeror's proposal.**

1. RFP Response: In order to be considered for selection, the **Offeror shall submit a complete response to this RFP**; and shall submit to the issuing Purchasing Agency:
  - a. **One (1) original and two (2) copies** of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with 3.f. below.
  - b. **One (1) electronic copy in WORD format or searchable PDF** (*CD or flash drive*) of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with 3.f. below.
  - c. Should the proposal contain **proprietary information**, provide **one (1) redacted hard copy** of the proposal and all attachments with **proprietary portions removed or blacked out**. This copy should be clearly marked "*Redacted Copy*" on the front cover. The classification of an entire proposal document, line item prices, and/or total proposal prices as proprietary or trade secrets is not acceptable. JMU shall not be responsible for the Contractor's failure to exclude proprietary information from this redacted copy.

No other distribution of the proposal shall be made by the Offeror.

2. The version of the solicitation issued by JMU Procurement Services, as amended by an addenda, is the mandatory controlling version of the document. Any modification of, or additions to, the solicitation by the Offeror shall not modify the official version of the solicitation issued by JMU Procurement services unless accepted in writing by the University. Such modifications or additions to the solicitation by the Offeror may be cause for rejection of the proposal; however, JMU reserves the right to decide, on a case-by-case basis in its sole discretion, whether to reject such a proposal. If the modification or additions are not identified until after the award of the contract, the controlling version of the solicitation document shall still be the official state form issued by Procurement Services.

### 3. Proposal Preparation

- a. Proposals shall be signed by an authorized representative of the Offeror. All information requested should be submitted. Failure to submit all information requested may result in the purchasing agency requiring prompt submissions of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by the purchasing agency. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.
- b. Proposals shall be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of content.
- c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, sub letter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the paragraph number and sub letter should be repeated at the top of the next page. The proposal should contain a table of contents which cross references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at the appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.
- d. As used in this RFP, the terms “must”, “shall”, “should” and “may” identify the criticality of requirements. “Must” and “shall” identify requirements whose absence will have a major negative impact on the suitability of the proposed solution. Items labeled as “should” or “may” are highly desirable, although their absence will not have a large impact and would be useful, but are not necessary. Depending on the overall response to the RFP, some individual “must” and “shall” items may not be fully satisfied, but it is the intent to satisfy most, if not all, “must” and “shall” requirements. The inability of an offeror to satisfy a “must” or “shall” requirement does not automatically remove that offeror from consideration; however, it may seriously affect the overall rating of the offeror’s proposal.
- e. Each copy of the proposal should be bound or contained in a single volume where practical. All documentation submitted with the proposal should be contained in that single volume.
- f. Ownership of all data, materials and documentation originated and prepared for the State pursuant to the RFP shall belong exclusively to the State and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by the offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the offeror must invoke the protection of Section 2.2-4342F of the Code of Virginia, in writing, either before or at the time the data is submitted. The written notice must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret materials submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The

classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable and will result in rejection and return of the proposal.

4. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to James Madison University. This provides an opportunity for the Offeror to clarify or elaborate on the proposal. This is a fact-finding and explanation session only and does not include negotiation. James Madison University will schedule the time and location of these presentations. Oral presentations are an option of the University and may or may not be conducted. Therefore, proposals should be complete.

## **B. SPECIFIC PROPOSAL INSTRUCTIONS**

Proposals should be as thorough and detailed as possible so that James Madison University may properly evaluate your capabilities to provide the required services. Offerors are required to submit the following items as a complete proposal:

1. Return RFP cover sheet and all addenda acknowledgements, if any, signed and filled out as required.
2. Plan and methodology for providing the goods/services as described in Section IV. Statement of Needs of this Request for Proposal.
3. A written narrative statement to include, but not be limited to, the expertise, qualifications, and experience of the firm and resumes of specific personnel to be assigned to perform the work.
4. Offeror Data Sheet, included as *Attachment A* to this RFP.
5. Small Business Subcontracting Plan, included as *Attachment B* to this RFP. Offeror shall provide a Small Business Subcontracting plan which summarizes the planned utilization of Department of Small Business and Supplier Diversity (SBSD)-certified small businesses which include businesses owned by women and minorities, when they have received Department of Small Business and Supplier Diversity (SBSD) small business certification, under the contract to be awarded as a result of this solicitation. This is a requirement for all prime contracts in excess of \$100,000 unless no subcontracting opportunities exist.
6. Identify the amount of sales your company had during the last twelve months with each VASCUPP Member Institution. A list of VASCUPP Members can be found at: [www.VASCUPP.org](http://www.VASCUPP.org).
7. Proposed Cost. See Section X. Pricing Schedule of this Request for Proposal.

## **VI. EVALUATION AND AWARD CRITERIA**

### **A. EVALUATION CRITERIA**

Proposals shall be evaluated by James Madison University using the following criteria:



	<u>Points</u>
1. Quality of products/services offered and suitability for intended purposes	35
2. Qualifications and experience of Offeror in providing the goods/services	20
3. Specific plans or methodology to be used to perform the services	20
4. Participation of Small, Women-Owned, & Minority (SWaM) Businesses	10
5. Cost	15
	<u>100</u>

**AWARD TO MULTIPLE OFFERORS:** Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposals, including price, if so stated in the Request for Proposals. Negotiations shall be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, the agency shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. The Commonwealth reserves the right to make multiple awards as a result of this solicitation. The Commonwealth may cancel this Request for Proposals or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous. Should the Commonwealth determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.

## **VII. GENERAL TERMS AND CONDITIONS**

- A. **PURCHASING MANUAL:** This solicitation is subject to the provisions of the Commonwealth of Virginia's Purchasing Manual for Institutions of Higher Education and Their Vendors and any revisions thereto, which are hereby incorporated into this contract in their entirety. A copy of the manual is available for review at the purchasing office. In addition, the manual may be accessed electronically at <http://www.jmu.edu/procurement> or a copy can be obtained by calling Procurement Services at (540) 568-3145.
- B. **APPLICABLE LAWS AND COURTS:** This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The Contractor shall comply with applicable federal, state and local laws and regulations.
- C. **ANTI-DISCRIMINATION:** By submitting their proposals, offerors certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and §10 of the Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 (available for review at <http://www.jmu.edu/procurement>). If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color,

gender, sexual orientation, gender identity, or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*§6 of the Rules Governing Procurement*).

In every contract over \$10,000 the provisions in 1. and 2. below apply:

1. During the performance of this contract, the contractor agrees as follows:
    - a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
    - b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
    - c. Notices, advertisements, and solicitations placed in accordance with federal law, rule, or regulation shall be deemed sufficient for the purpose of meeting these requirements.
  2. The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
- D. ETHICS IN PUBLIC CONTRACTING: By submitting their proposals, offerors certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.
- E. IMMIGRATION REFORM AND CONTROL ACT OF 1986: By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.
- F. DEBARMENT STATUS: By submitting their proposals, offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.
- G. ANTITRUST: By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.

- H. MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS RFPs: Failure to submit a proposal on the official state form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.
- I. CLARIFICATION OF TERMS: If any prospective offeror has questions about the specifications or other solicitation documents, the prospective offeror should contact the buyer whose name appears on the face of the solicitation no later than five working days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.
- J. PAYMENT:
1. To Prime Contractor:
    - a. Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number; social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).
    - b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.
    - c. All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed.
    - d. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.
    - e. Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (*Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 § 53; available for review at <http://www.jmu.edu/procurement>*).

2. To Subcontractors:
    - a. A contractor awarded a contract under this solicitation is hereby obligated:
      - (1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or
      - (2) To notify the agency and the subcontractors, in writing, of the contractor's intention to withhold payment and the reason.
    - b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.
  3. Each prime contractor who wins an award in which provision of a SWAM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.
  4. The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.
- K. PRECEDENCE OF TERMS: Paragraphs A through J of these General Terms and Conditions and the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors, shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.
- L. QUALIFICATIONS OF OFFERORS: The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services/furnish the goods and the offeror shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect offeror's physical facilities prior to award to satisfy questions regarding the offeror's capabilities. The Commonwealth further reserves the right to reject any proposal if the evidence submitted by, or investigations of, such offeror fails to satisfy the Commonwealth that such offeror is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.
- M. TESTING AND INSPECTION: The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.

- N. ASSIGNMENT OF CONTRACT: A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.
- O. CHANGES TO THE CONTRACT: Changes can be made to the contract in any of the following ways:
1. The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.
  2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods:
    - a. By mutual agreement between the parties in writing; or
    - b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or
    - c. By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.
- P. DEFAULT: In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.
- Q. INSURANCE: By signing and submitting a proposal under this solicitation, the offeror certifies that if awarded the contract, it will have the following insurance coverage at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the

subcontractor will have workers' compensation insurance in accordance with § 25 of the Rules Governing Procurement – Chapter 2, Exhibit J, Attachment 1, and 65.2-800 et. Seq. of the Code of Virginia (available for review at <http://www.jmu.edu/procurement>) The offeror further certifies that the contractor and any subcontractors will maintain these insurance coverage during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

**MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS:**

1. Workers' Compensation: Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers' compensation requirement under the Code of Virginia during the course of the contract shall be in noncompliance with the contract.
  2. Employer's Liability: \$100,000
  3. Commercial General Liability: \$1,000,000 per occurrence and \$2,000,000 in the aggregate. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy.
  4. Automobile Liability: \$1,000,000 combined single limit. *(Required only if a motor vehicle not owned by the Commonwealth is to be used in the contract. Contractor must assure that the required coverage is maintained by the Contractor (or third party owner of such motor vehicle.)*
- R. **ANNOUNCEMENT OF AWARD:** Upon the award or the announcement of the decision to award a contract over \$100,000, as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA web site ([www.eva.virginia.gov](http://www.eva.virginia.gov)) for a minimum of 10 days.
- S. **DRUG-FREE WORKPLACE:** During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

- T. NONDISCRIMINATION OF CONTRACTORS: An offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.
- U. eVA BUSINESS TO GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS: The eVA Internet electronic procurement solution, website portal [www.eVA.virginia.gov](http://www.eVA.virginia.gov), streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet eprocurement solution by completing the free eVA Vendor Registration. All offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the proposal being rejected. Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:
- Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:
1. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
    - a. Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$500 per order.
    - b. Businesses that are not Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$1,500 per order.
  2. For orders issued prior to July 1, 2014 the vendor transaction fees can be found at [www.eVA.virginia.gov](http://www.eVA.virginia.gov).
  3. The specified vendor transaction fee will be invoiced by the Commonwealth of Virginia Department of General Services approximately 60 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.
- V. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that the Commonwealth of Virginia shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.
- W. PRICING CURRENCY: Unless stated otherwise in the solicitation, offerors shall state offered prices in U.S. dollars.
- X. E-VERIFY REQUIREMENT OF ANY CONTRACTOR: Any employer with more than an average of 50 employees for the previous 12 months entering into a contract in excess of



\$50,000 with James Madison University to perform work or provide services pursuant to such contract shall register and participate in the E-Verify program to verify information and work authorization of its newly hired employees performing work pursuant to any awarded contract.

- Y. CIVILITY IN STATE WORKPLACES: The contractor shall take all reasonable steps to ensure that no individual, while performing work on behalf of the contractor or any subcontractor in connection with this agreement (each, a “Contract Worker”), shall engage in 1) harassment (including sexual harassment), bullying, cyber-bullying, or threatening or violent conduct, or 2) discriminatory behavior on the basis of race, sex, color, national origin, religious belief, sexual orientation, gender identity or expression, age, political affiliation, veteran status, or disability.

The contractor shall provide each Contract Worker with a copy of this Section and will require Contract Workers to participate in training on civility in the State workplace. Upon request, the contractor shall provide documentation that each Contract Worker has received such training.

For purposes of this Section, “State workplace” includes any location, permanent or temporary, where a Commonwealth employee performs any work-related duty or is representing his or her agency, as well as surrounding perimeters, parking lots, outside meeting locations, and means of travel to and from these locations. Communications are deemed to occur in a State workplace if the Contract Worker reasonably should know that the phone number, email, or other method of communication is associated with a State workplace or is associated with a person who is a State employee.

The Commonwealth of Virginia may require, at its sole discretion, the removal and replacement of any Contract Worker who the Commonwealth reasonably believes to have violated this Section.

This Section creates obligations solely on the part of the contractor. Employees or other third parties may benefit incidentally from this Section and from training materials or other communications distributed on this topic, but the Parties to this agreement intend this Section to be enforceable solely by the Commonwealth and not by employees or other third parties.

- Z. TAXES: Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The Commonwealth’s excise tax exemption registration number is 54-73-0076K.
- AA. TRANSPORTATION AND PACKAGING: By submitting their proposals, all Offerors certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

## VIII. SPECIAL TERMS AND CONDITIONS

- A. **AUDIT:** The Contractor hereby agrees to retain all books, records, systems, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The Commonwealth of Virginia, its authorized agents, and/or State auditors shall have full access to and the right to examine any of said materials during said period.
- B. **CANCELLATION OF CONTRACT:** James Madison University reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
- C. **IDENTIFICATION OF PROPOSAL ENVELOPE:** The signed proposal should be returned in a separate envelope or package, sealed and identified as follows:

From:	_____	_____	_____
	Name of Offeror	Due Date	Time
	_____	_____	_____
	Street or Box No.	RFP #	
	_____	_____	_____
	City, State, Zip Code	RFP Title	
	_____	_____	_____
	Name of Purchasing Officer:		

The envelope should be addressed as directed on the title page of the solicitation.

The Offeror takes the risk that if the envelope is not marked as described above, it may be inadvertently opened and the information compromised, which may cause the proposal to be disqualified. Proposals may be hand-delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.

- D. **LATE PROPOSALS:** To be considered for selection, proposals must be received by the issuing office by the designated date and hour. The official time used in the receipt of proposals is that time on the automatic time stamp machine in the issuing office. Proposals received in the issuing office after the date and hour designated are automatically non responsive and will not be considered. The University is not responsible for delays in the delivery of mail by the U.S. Postal Service, private couriers, or the intra university mail system. It is the sole responsibility of the Offeror to ensure that its proposal reaches the issuing office by the designated date and hour.
- E. **UNDERSTANDING OF REQUIREMENTS:** It is the responsibility of each offeror to inquire about and clarify any requirements of this solicitation that is not understood. The University will not be bound by oral explanations as to the meaning of specifications or language contained in this solicitation. Therefore, all inquiries deemed to be substantive in nature must be in writing and submitted to the responsible buyer in the Procurement Services Office. Offerors must ensure that written inquiries reach the buyer at least five (5) days prior to the time set for receipt of offerors proposals. A copy of all queries and the respective response will be provided in the form of an addendum to all offerors who have indicated an interest in responding to this

solicitation. Your signature on your Offer certifies that you fully understand all facets of this solicitation. These questions may be sent by Fax to 540/568-7935.

- F. RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for a period of four (4) successive one year periods under the terms and conditions of the original contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time of renewal. Written notice of the Commonwealth's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.
1. If the Commonwealth elects to exercise the option to renew the contract for an additional one-year period, the contract price(s) for the additional one year shall not exceed the contract price(s) of the original contract increased/decreased by no more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
  2. If during any subsequent renewal periods, the Commonwealth elects to exercise the option to renew the contract, the contract price(s) for the subsequent renewal period shall not exceed the contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
- G. SUBMISSION OF INVOICES: All invoices shall be submitted within sixty days of contract term expiration for the initial contract period as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.
- H. OPERATING VEHICLES ON JAMES MADISON UNIVERSITY CAMPUS: Operating vehicles on sidewalks, plazas, and areas heavily used by pedestrians is prohibited. In the unlikely event a driver should find it necessary to drive on James Madison University sidewalks, plazas, and areas heavily used by pedestrians, the driver must yield to pedestrians. For a complete list of parking regulations, please go to [www.jmu.edu/parking](http://www.jmu.edu/parking); or to acquire a service representative parking permit, contact Parking Services at 540.568.3300. The safety of our students, faculty and staff is of paramount importance to us. Accordingly, violators may be charged.
- I. COOPERATIVE PURCHASING / USE OF AGREEMENT BY THIRD PARTIES: It is the intent of this solicitation and resulting contract(s) to allow for cooperative procurement. Accordingly, any public body, (to include government/state agencies, political subdivisions, etc.), cooperative purchasing organizations, public or private health or educational institutions or any University related foundation and affiliated corporations may access any resulting contract if authorized by the Contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor(s), the resultant contract(s) will be extended to the entities indicated above to purchase goods and services in accordance with contract terms. As a separate contractual relationship, the participating entity will place its own orders directly with the Contractor(s) and shall fully and independently administer its use of the contract(s) to include contractual disputes, invoicing and payments without direct administration from the University. No modification of this contract or execution of a separate agreement is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of this contract to accommodate specific governing laws, regulations, policies, and business goals

required by the participating entity. Any such modification will apply solely between the participating entity and the Contractor.

The Contractor will notify the University in writing of any such entities accessing this contract. The Contractor will provide semi-annual usage reports for all entities accessing the contract. The University shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that the University is not responsible for the acts or omissions of any entity and will not be considered in default of the contract no matter the circumstances.

Use of this contract(s) does not preclude any participating entity from using other contracts or competitive processes as needed.

J. SMALL BUSINESS SUBCONTRACTING AND EVIDENCE OF COMPLIANCE:

1. It is the goal of the Commonwealth that 42% of its purchases are made from small businesses. This includes discretionary spending in prime contracts and subcontracts. All potential offerors are required to submit a Small Business Subcontracting Plan. Unless the offeror is registered as a Department of Small Business and Supplier Diversity (SBSD)-certified small business and where it is practicable for any portion of the awarded contract to be subcontracted to other suppliers, the contractor is encouraged to offer such subcontracting opportunities to SBSD-certified small businesses. This shall not exclude SBSD-certified women-owned and minority-owned businesses when they have received SBSD small business certification. No offeror or subcontractor shall be considered a Small Business, a Women-Owned Business or a Minority-Owned Business unless certified as such by the Department of Small Business and Supplier Diversity (SBSD) by the due date for receipt of proposals. If small business subcontractors are used, the prime contractor agrees to report the use of small business subcontractors by providing the purchasing office at a minimum the following information: name of small business with the SBSD certification number or FEIN, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product/service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.**
2. Each prime contractor who wins an award in which provision of a small business subcontracting plan is a condition of the award, shall deliver to the contracting agency or institution with every request for payment, evidence of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the small business subcontracting plan. **This information shall be submitted to: JMU Office of Procurement Services, SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.** When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm with the Department of Small Business and Supplier Diversity (SBSD) certification number or FEIN number, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product or service provided. Payment(s) may be withheld until compliance with the plan is received and confirmed by the agency or institution. The agency or institution reserves the right to pursue other appropriate remedies to include, but not be limited to, termination for default.
3. Each prime contractor who wins an award valued over \$200,000 shall deliver to the contracting agency or institution with every request for payment, information on use of subcontractors that are not Department of Small Business and Supplier Diversity (SBSD)-

certified small businesses. When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm, phone number, FEIN number, total dollar amount subcontracted, and type of product or service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.**

- K. AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH: A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law. Any business entity described above that enters into a contract with a public body shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.
- L. PUBLIC POSTING OF COOPERATIVE CONTRACTS: James Madison University maintains a web-based contracts database with a public gateway access. Any resulting cooperative contract/s to this solicitation will be posted to the publicly accessible website. Contents identified as proprietary information will not be made public.
- M. CRIMINAL BACKGROUND CHECKS OF PERSONNEL ASSIGNED BY CONTRACTOR TO PERFORM WORK ON JMU PROPERTY: The Contractor shall obtain criminal background checks on all of their contracted employees who will be assigned to perform services on James Madison University property. The results of the background checks will be directed solely to the Contractor. The Contractor bears responsibility for confirming to the University contract administrator that the background checks have been completed prior to work being performed by their employees or subcontractors. The Contractor shall only assign to work on the University campus those individuals whom it deems qualified and permissible based on the results of completed background checks. Notwithstanding any other provision herein, and to ensure the safety of students, faculty, staff and facilities, James Madison University reserves the right to approve or disapprove any contract employee that will work on JMU property. Disapproval by the University will solely apply to JMU property and should have no bearing on the Contractor's employment of an individual outside of James Madison University.
- N. INDEMNIFICATION: Contractor agrees to indemnify, defend and hold harmless the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the contractor/any services of any kind or nature furnished by the contractor, provided that such liability is not attributable to the sole negligence of the using agency or to failure of the using agency to use the materials, goods, or equipment in the manner already and permanently described by the contractor on the materials, goods or equipment delivered.
- O. ADDITIONAL GOODS AND SERVICES: The University may acquire other goods or services that the supplier provides than those specifically solicited. The University reserves the right, subject to mutual agreement, for the Contractor to provide additional goods and/or services under the same pricing, terms, and conditions and to make modifications or enhancements to the existing goods and services. Such additional goods and services may include other products, components, accessories, subsystems, or related services that are newly

introduced during the term of this Agreement. Such additional goods and services will be provided to the University at favored nations pricing, terms, and conditions.

- P. ADVERTISING: In the event a contract is awarded for supplies, equipment, or services resulting from this proposal, no indication of such sales or services to James Madison University will be used in product literature or advertising without the express written consent of the University. The contractor shall not state in any of its advertising or product literature that James Madison University has purchased or uses any of its products or services, and the contractor shall not include James Madison University in any client list in advertising and promotional materials without the express written consent of the University.
- Q. ELECTRICAL EQUIPMENT STANDARDS: All equipment/material shall conform to the latest issue of all applicable standards as established by National Electrical Manufacturer's Association (NEMA), American National Standards Institute (ANSI), and Occupational Safety & Health Administration (OSHA). All equipment and material, for which there are OSHA standards, shall bear an appropriate label of approval for use intended from a Nationally Recognized Testing Laboratory (NRTL).
- R. WARRANTY (COMMERICAL): The contractor agrees that the goods or services furnished under any award resulting from this solicitation shall be covered by the most favorable commercial warranties the contractor gives any customer for such goods or services and that the rights and remedies provided therein are in addition to and do not limit those available to the Commonwealth by any other clause of this solicitation. A copy of this warranty should be furnished with the proposal.
- S. SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent of the purchasing agency. In the event that the contractor desires to subcontract some part of the work specified herein, the contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract.
- T. PRIME CONTRACTOR RESPONSIBILITIES: The contractor shall be responsible for completely supervising and directing the work under this contract and all subcontractors that he may utilize, using his best skill and attention. Subcontractors who perform work under this contract shall be responsible to the prime contractor. The contractor agrees that he is as fully responsible for the acts and omissions of his subcontractors and of persons employed by them as he is for the acts and omissions of his own employees.
- U. PRODUCT AVAILABILITY/SUBSTITUTION: Substitution of a product, brand, or manufacturer after the award of contract is expressly prohibited unless approved in writing by the Contract Officer. The Agency may, at its discretion, require the contractor to provide a substitute item of equivalent or better quality subject to the approval of the Contract Officer, for a price no greater than the contract price, if the product for which the contract was awarded becomes unavailable to the contractor.
- V. SPECIAL EDUCATIONAL OR PROMOTIONAL DISCOUNTS: The contractor shall extend any special educational or promotional sale prices or discounts immediately to the Commonwealth during the term of the contract. Such notice shall also advise the duration of the specific sale or discount price.



## **IX. METHOD OF PAYMENT**

The contractor will be paid based on invoices submitted in accordance with the solicitation and any negotiations. James Madison University recognizes the importance of expediting the payment process for our vendors and suppliers; we request that our vendors and suppliers enroll in our bank's Comprehensive Payable options: either the Virtual Payables Virtual Card or the PayMode-X electronic deposit (ACH) to your bank account so that future payments are made electronically. Contractors signed up for the Virtual Payables process will receive the benefit of being paid Net 15. Additional information is available online at:

<http://www.jmu.edu/financeoffice/accounting-operations-disbursements/cash-investments/vendor-payment-methods.shtml>

## **X. PRICING SCHEDULE**

The offeror shall provide pricing for all products and services included in proposal indicating one-time and on-going costs. The resulting contract will be cooperative and pricing shall be inclusive for the attached Zone Map, of which JMU falls within Zone 2.

Specify any associated charge card processing fees, if applicable, to be billed to the university. Vendors shall provide their VISA registration number when indicating charge card processing fees. Any vendor requiring information on VISA registration may refer to

<https://usa.visa.com/support/small-business/regulations-fees.html> and for questions <https://usa.visa.com/dam/VCOM/global/support-legal/documents/merchant-surcharging-qa-for-web.pdf>.

## **XI. ATTACHMENTS**

Attachment A: Offeror Data Sheet

Attachment B: Small, Women, and Minority-owned Business (SWaM) Utilization Plan

Attachment C: Standard Contract Sample

Attachment D: Zone Map

## ATTACHMENT A

### OFFEROR DATA SHEET

#### TO BE COMPLETED BY OFFEROR

1. **QUALIFICATIONS OF OFFEROR:** Offerors must have the capability and capacity in all respects to fully satisfy the contractual requirements.
2. **YEARS IN BUSINESS:** Indicate the length of time you have been in business providing these types of goods and services.

Years \_\_\_\_\_ Months \_\_\_\_\_

3. **REFERENCES:** Indicate below a listing of at least five (5) organizations, either commercial or governmental/educational, that your agency is servicing. Include the name and address of the person the purchasing agency has your permission to contact.

CLIENT	LENGTH OF SERVICE	ADDRESS	CONTACT PERSON/PHONE #
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4. List full names and addresses of Offeror and any branch offices which may be responsible for administering the contract.


5. **RELATIONSHIP WITH THE COMMONWEALTH OF VIRGINIA:** Is any member of the firm an employee of the Commonwealth of Virginia who has a personal interest in this contract pursuant to the [CODE OF VIRGINIA](#), SECTION 2.2-3100 – 3131?

[ ] YES [ ] NO

IF YES, EXPLAIN: \_\_\_\_\_


## ATTACHMENT B

### Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

**Offeror Name:** \_\_\_\_\_ **Preparer Name:** \_\_\_\_\_

**Date:** \_\_\_\_\_

Is your firm a **Small Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

Is your firm a **Woman-owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

Is your firm a **Minority-Owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

Is your firm a **Micro Business** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

**Instructions:** *Populate the table below to show your firm's plans for utilization of small, women-owned and minority-owned business enterprises in the performance of the contract. Describe plans to utilize SWaMs businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.*

**Small Business:** "Small business " means a business, independently owned or operated by one or more persons who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years.

**Woman-Owned Business Enterprise:** A business concern which is at least 51 percent owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more women, and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWaM Program, all certified women-owned businesses are also a small business enterprise.**

**Minority-Owned Business Enterprise:** A business concern which is at least 51 percent owned by one or more minorities or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more minorities and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWaM Program, all certified minority-owned businesses are also a small business enterprise.**

**Micro Business** is a certified Small Business under the SWaM Program and has no more than twenty-five (25) employees **AND** no more than \$3 million in average annual revenue over the three-year period prior to their certification.

**All small, women, and minority owned businesses must be certified by the Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) to be counted in the SWaM program. Certification applications are available through SBSD at 800-223-0671 in Virginia, 804-786-6585 outside Virginia, or online at <http://www.sbsd.virginia.gov/> (Customer Service).**

***RETURN OF THIS PAGE IS REQUIRED***

**ATTACHMENT B (CNT'D)**  
Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

Procurement Name and Number: \_\_\_\_\_

Date Form Completed: \_\_\_\_\_

Listing of Sub-Contractors, to include, Small, Woman Owned and Minority Owned Businesses  
for this Proposal and Subsequent Contract

Offeror / Proposer:

\_\_\_\_\_  
Firm

\_\_\_\_\_  
Address

\_\_\_\_\_  
Contact Person/No.

Sub-Contractor's Name and Address	Contact Person & Phone Number	SBSD Certification Number	Services or Materials Provided	Total Subcontractor Contract Amount (to include change orders)	Total Dollars Paid Subcontractor to date (to be submitted with request for payment from JMU)

*(Form shall be submitted with proposal and if awarded, again with submission of each request for payment)*

***RETURN OF THIS PAGE IS REQUIRED***

ATTACHMENT C



**COMMONWEALTH OF VIRGINIA  
STANDARD CONTRACT**

Contract No. \_\_\_\_\_

This contract entered into this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, by \_\_\_\_\_ hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From \_\_\_\_\_ through \_\_\_\_\_

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposals dated \_\_\_\_\_:
  - (a) The Statement of Needs,
  - (b) The General Terms and Conditions,
  - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
  - (d) List each addendum that may be issued
- (3) The Contractor's Proposal dated \_\_\_\_\_ and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
  - (a) Negotiations summary dated \_\_\_\_\_.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:

PURCHASING AGENCY:

By: \_\_\_\_\_  
(Signature)

By: \_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Printed Name)

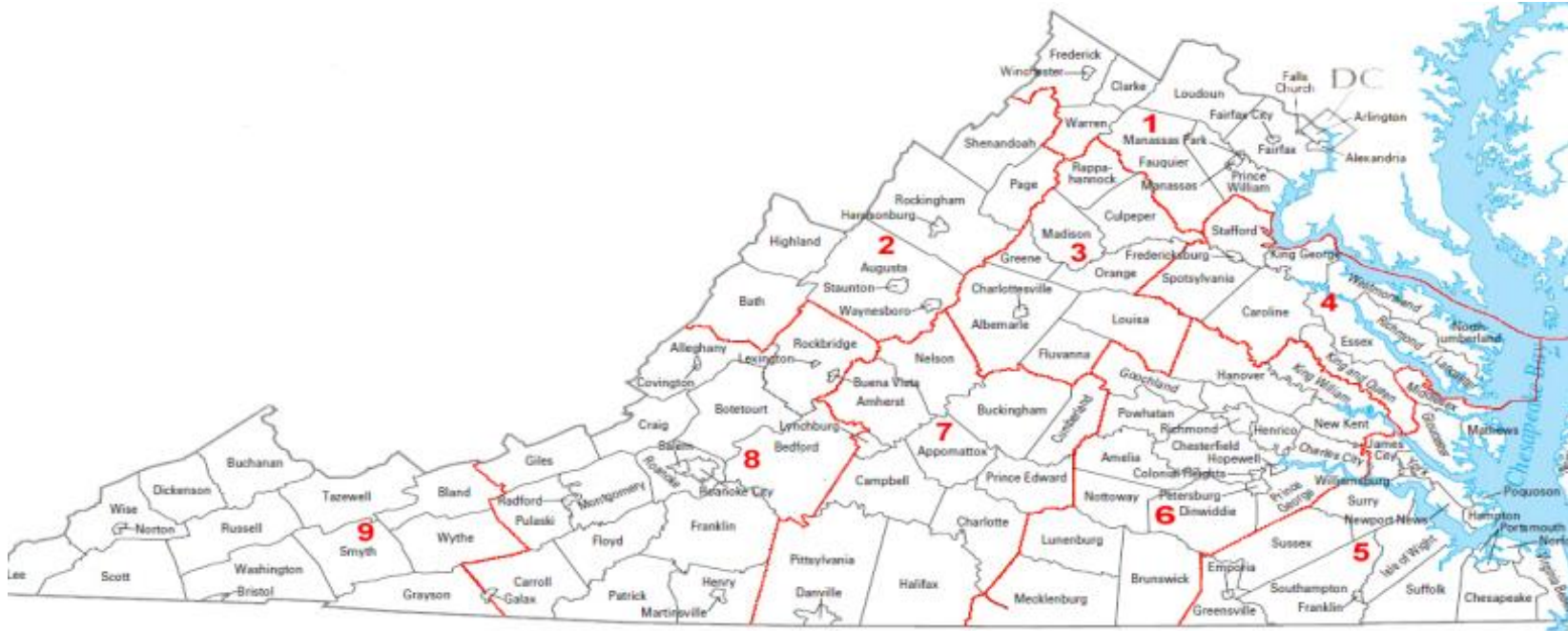
\_\_\_\_\_  
(Printed Name)

Title: \_\_\_\_\_

Title: \_\_\_\_\_

## ATTACHMENT D

### Zone Map



## Virginia Association of State College & University Purchasing Professionals (VASCUPP)

### List of member institutions by zones

<b><u>Zone 1</u></b> George Mason University (Fairfax)	<b><u>Zone 2</u></b> James Madison University (Harrisonburg)	<b><u>Zone 3</u></b> University of Virginia (Charlottesville)
<b><u>Zone 4</u></b> University of Mary Washington (Fredericksburg)	<b><u>Zone 5</u></b> College of William and Mary (Williamsburg) Old Dominion University (Norfolk)	<b><u>Zone 6</u></b> Virginia Commonwealth University (Richmond)
<b><u>Zone 7</u></b> Longwood University (Farmville)	<b><u>Zone 8</u></b> Virginia Military Institute (Lexington) Virginia Tech (Blacksburg) Radford University (Radford)	<b><u>Zone 9</u></b> University of Virginia - Wise (Wise)