

NOTICE OF SOLE SOURCE PROCUREMENT

Date: Thursday, March 05, 2009

Vendor/Contractor: **GeoFitness, Inc.**

Contract Amount: \$53,931

Description of Services: Product to integrate physical education with math, problem solving skills, and language arts

Sole Source Determination: Instruction program including equipment, curriculum, and staff training distributed only by GeoFitness.

Date of Award: TBD



VIRGINIA BEACH CITY PUBLIC SCHOOLS

A H E A D O F T H E C U R V E

Department of Curriculum and Instruction

Office of Instructional Services

MEMORANDUM

TO: J. Kevin Beardsley, Director
Office of Purchasing Services

FROM: Marie Balen, Director *VB*
Office of Elementary Instructional Services

Rodney J. Burnsworth, Director *RJB*
Office of Secondary Instructional Services

SUBJECT: SOLE SOURCE REQUEST

DATE: March 3, 2009

NAME OF COMPANY: GeoFitness, Inc.

REQUISITION #: INST-09-0096183 for \$ 38,931.00, Elementary
INST-09-0096104 for \$ 15,000.00, Secondary

JUSTIFICATION FOR SOLE SOURCE:

The GeoFitness program was selected to enhance the elementary and secondary physical education curriculum for Virginia Beach City Public Schools. The equipment will be used in a multitude of activities to promote dance, locomotor skills, instant warm-up activities, and lifelong fitness to elementary physical education students. It was also selected to integrate math, problem solving skills, and language arts into the physical education curriculum. The product is exclusive to GeoFitness and the company offers staff development training to help assist teachers with a variety of ways. In addition, the equipment can be used to promote healthy alternatives to traditional fitness routines.

For your convenience, you will find copies attached of the two invoices being processed for payment on the above listed requisition numbers.

/neb

APPROVED: *J. Kevin Beardsley* DATE: *3/5/09*



407-275-0510
www.geofitness.com

3251 Progress Drive, Suite 8
Orlando, FL 32826
Phone (407) 275-0510 Fax (407) 275-3031

DATE: 2/20/2009
Estimate # 030

Bill Deck

VA Beach City Schools - Elementary -57 schools
2512 George Mason Drive
Virginia Beach, VA 23456
wedeck@vbschools.com

Comments or Special Instructions : On-site training available. Enter *Get Moving America* to win prizes!

ALESPERSOI	P.O. NUMBER	SHIP DATE	SHIP VIA	SOURCE	TERMS
Barbara			UPS		

	DESCRIPTION	UNIT PRICE	AMOUNT
14	<u>GeoNutrition Class Pack</u> 12 x Nutrition Mats 1 CD, 4 Card set, 4 Dice, 1 Manual & 1 DVD	531.00	\$7,434.00
7	<u>GeoAction Class Pack</u> 25 GeoAction Mats 3 learning cards, 1 CD, 1 Manual, 3 clock hand, 2 movement dice, 1 DVD	929.00	\$6,503.00
7	<u>GeoMotion Class Pack</u> 25 GeoMotion Mats 1 Task Card, 1 CD, 1 Manual, 1 DVD & 1 movement dice	850.00	\$5,950.00
32	GeoNutrition Mats	30.00	\$960.00
25	GeoAction Mats	30.00	\$750.00
25	GeoMotion Mats	30.00	\$750.00
10	<u>Solution Pack</u> 20 GeoMats, 3 DVD's, 2 CD's, 1 Manual, 1 Task Card	1,360.00	\$13,600.00
		SUBTOTAL	\$35,947.00
		<i>If purchased by 2/27/09</i> Discount	\$ (2,408.05)
		Shipping & Handling (of Subtotal) 15%	\$ 5,392.05
		TOTAL	\$ 38,931.00

**** Please note: all Estimates are valid for 90 days from the date written.****

If you have any questions concerning this estimate or need further information please contact 804-922-3518 or b.english@geofitness.com

THANK YOU FOR CONSIDERING GEOFITNESS!



3251 Progress Drive, Suite B
 Orlando, FL 32826
 Phone (407) 275-0510 Fax (407) 275-3031

DATE: 2/17/2009
 Estimate # 029

*Key: #
 007238910*

Brenda Fuller
 VA Beach City Schools - MS/HS
 2512 George Mason Drive
 Virginia Beach, VA 23456
bmfuller@vbschools.com

Comments or Special Instructions: On-site training available. Enter *Get Moving America* to win prizes!

ALESPERSON	P.O. NUMBER	SHIP DATE	SHIP VIA	SOURCE	TERMS
Barbara			UPS		

	DESCRIPTION	UNIT PRICE	AMOUNT	
1	Child Fitness Package	\$ 3,499.00	\$3,499.00	
	20 x 45" Fitness Mat			Totals:
	6 x DVD's & 3 Task Cards			45" Mats 73
	4 x CD's, 2 Movement Dice, 1 Fundamental Manual			57" Mats 30
	1 - 4 hour training included			Nutrition Mats 30
10	45" Geo Mats	\$ 65.00	\$650.00	
1	Athletic Training Package	\$ 4,799.00	\$4,799.00	
	30 x 57" Fitness Mat			
	3 x CD's, Circuit Training Equipment Packs			
	3 x DVD's, Circuit Training Task Card Sets			
	1 x Kickboxing DVD, Circuit Training Music CD		\$0.00	
	1 - 4 hour training included			
1	Solution Pack	\$ 1,360.00	\$1,360.00	
	20 -45" GeoMats			
	3 DVD's, 2 CD's, 1 Task card set & Fundamental Manual			
23	45" GeoMats	\$ 65.00	\$1,495.00	
2	GeoNutrition Class Pack	\$ 531.00	\$1,062.00	
	12 GeoNutrition Mats, 1 CD, 1 DVD, 4 x Dice Set, 4 x Card Set & 1 Manual			
6	GeoNutrition Mats	\$ 30.00	\$180.00	
		SUBTOTAL	\$13,045.00	
		Discount	\$ (1.75)	
		Shipping & Handling (of Subtotal) 15%	\$ 1,956.75	
		TOTAL	\$ 15,000.00	

**** Please note: all Estimates are valid for 90 days from the date written.****

If you have any questions concerning this estimate or need further information please contact 804-922-3518 or

b.english@geofitness.com

THANK YOU FOR CONSIDERING GEOFITNESS!