





## THE CITY OF KEY WEST

Post Office Box 1409 Key West, FL 33041-1409 (305) 809-3700

# **Executive Summary**

To:Jim Scholl, City ManagerFrom:Michael Davila, Division ChiefDate:November 9, 2015Reference:Municipal Emergency Services, Inc. for Target Solutions training, costs expected toexceed \$20,000

#### Action Statement:

Respectfully request approval for the purchase of training software expected to exceed \$20,000 in Fiscal Years 2016,17,18,19 and 20.

Year 1	\$4266
Year 2	\$8611
Year 3	\$8611
Year 4	\$8611
Year 5	<u>\$8611</u>
Total	\$38,710

#### Background:

- 1. Target Solutions provides the required EMS and Fire continuing education units, CEUs, web-based training.
- 2. The Key West Fire Department currently has 79 firefighters who require CEUs.
- 3. The Key West Fire Department is unsatisfied with the current provider, Kaplan University.
- 4. Municipal Emergency Services, MES, responded to City of Miami Beach RFP 2014-143-LR and developed an agreement based on their proposal.
- 5. The RFP specifically calls for other governmental agencies to piggy-back on any proposals.
- 6. Purchasing the training from MES through their agreement is lower than purchasing the training directly from Target Solutions.
- 7. MES is willing to provide EMS training only the first year at \$49 per person and the Premier Membership which includes all training; EMS, Fire, Vehicle Operations, Hazardous Materials and Professional Development at \$104 per person and discounting the \$1500 set-up fee.







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- 8. First year costs are \$4266 to include EMS training only with set-up and Annual Maintenance, all subsequent years are \$8611 per year to include EMS and Fire training and Annual Maintenance.
- 9. Five year piggy-back agreement provides for a significant savings of over \$3400.

Respective payment will be paid upon initiation of training set-up. Training has been budgeted in FY 2015-16 at \$18,000 in 001-2201-522-5500.

Recommendation:

Approve the purchase of Target Solutions training services from MES which are expected to exceed \$20,000 for FY 16-20.

Michael Davila, Division Chief of Operations

Key West Fire Department *Serving the Southernmost City* 

Serving the Southernmost City, ISO Rating "2"