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SINGLE SOURCE AWARD **BID # SS-11581-22**

Subject: ONLINE TRAINING CERTIFICATION & CONTINUING EDUCATION MANAGEMENT SYSTEM

Department: JACKSONVILLE FIRE AND RESCUE

Description of Purchase:

Recommend approval of a Single Source award to TargetSolutions Learning, LLC, dba Vector Solutions, for Online Training Certification and Continuing Education Management System for the Jacksonville Fire and Rescue Department. Period of service is from November 1, 2021 through October 31, 2022. Total award expenditure amount not-to-exceed $117,495.00.

Funding Source: 00111.124001.555003.000000.00000000.00000.0000000 - To be encumbered by Purchase Order.

Single Source Award To: TargetSolutions Learning, LLC, dba Vector Solutions

Price Justification: See attachment

Total Award: $117,495.00 **Requisition #:** FRFT-500190-22

Attachments: Agency Memo, Single Source Form, Supplier Letter/Quote

Certification as to Single Source: Keith Powers, Director/Fire Chief

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

Analyst: Olive Wallace-Cohen

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN ***DATE***

ACTION OF AWARDING AUTHORITY DATE: _____

APPROVED_____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

FORM GB-113, Revised 12/2007

FIRE AND RESCUE DEPARTMENT

October 27, 2021

TO: Gregory Pease, Director of Procurement

FROM: Keith Powers, Director/Fire Chief

RE: **Single Source Award for Online Training Certification & Continuing Education Management System**

The Jacksonville Fire and Rescue Department (JFRD) requests the approval of a Single Source Purchase Order for Online Training Certification & Continuing Education Management System to Target Solutions Learning, LLC, DBA Vector Solutions in the amount not-to-exceed $117,495.00 for a service period retroactive from November 1, 2021, thru October 31, 2022.

Target Solutions Learning, LLC, DBA Vector Solutions is the only supplier accredited through CAPCE, the Commission on Accreditation for Pre-hospital Continuing Education and has the capability of training as NFPA and Occupational Safety and Health Administration, which is required to meet the Insurance Service Office (ISO) requirements for the department.

Total Award: $117,495.00

Funding Source: 00111.124001.555003.000000.00000000.00000.0000000

If you have any questions, please contact Dan Pearson at (904) 255-3265.

KP/dp

SINGLE SOURCE REQUEST

Pursuant to the City of Jacksonville Procurement Code § 126.206 & § 126.312, when requesting a purchase from a Supplier subject to the referenced sections, please complete this form to justify your request and submit to Procurement with applicable attachments

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):

Target solutions offers more than 50 hours of training for fire departments, including 250 hours of accredited EMS continuing education courses. TS also features NFPA 1001, 1021, 1410 and 1500 , as well as OSHA training required for the training of the department. TS is also the format being used to trak the Insurance Service Office (ISO) training with its activites builders, creditials manager, ISO training tracker, file center and its capability of generating reports for ISO audits.

PROVIDE A DETAILED JUSTIFICATION AS TO WHY THE REQUESTED GOODS/SERVICES CAN ONLY BE EFFICIENTLY AND EFFECTIVELY PROCURED THROUGH THE RECOMMENDED SINGLE SOURCE PROVIDER:

At this time, there is not another company that has all the capabilities for training that TS has and all of our records are housed inside TS currently. December 1, 2021 is the renewal datefor EMT/Paramedic licences and the departments continuing education courses have all been assigned and completed in Target Solutions. If we were to choose another vendor, we would lose access to those records.

ASSERT THAT YOU HAVE RESEARCHED THE AVAILABILITY OF THE REQUESTED GOODS/SERVICES FROM OTHER SOURCES IN APPLICABLE MARKETS AND HAVE DISCUSSED AND EVALUATED THE SAME WITH COJ'S PROCUREMENT AND EBO DIVISIONS:

In 2015, the department attempted to put online training courses out to bid, however other bidders were not able to provide the same services as Target Solutions. TS has the capability of uploading certificates, offer training that is already build in and approved by the State of Floride. We would lose valuable data that is already uploaded into TS. It is critical the department maintain this relationship with TS as this also helps maintain of ISO rating of 1 thus saving the citizens of Jacksonville 40 million dollars in insurance annually.

VECTOR SOLUTIONS TargetSolutions
10805 Rancho Bernardo Rd. Suite 200
San Diego, CA 92127

Sole Source Justification

Training Management | Operations and Asset Management | Workforce Management

This document serves as a sole source justification for TargetSolutions' online training management system, operations and asset management system (TargetSolutions Check It™), and workforce management system (TargetSolutions Scheduling™), which are all developed and provided solely by TargetSolutions.

Service Description

TargetSolutions' industry-leading online training, operations and workforce management system is a comprehensive suite of proprietary web-based solutions for Fire and EMS departments and is the industry's only all-in-one operational hub for the management of training, assets and employee scheduling. The unique, one-of-a-kind software features exclusive fire department software tools, including best-in-class training courses and recordkeeping applications.

Here are TargetSolutions' online training management system's key differentiators that make it stand apart in the industry:

- TargetSolutions features the industry's leading learning management system for scheduling, delivering and tracking online training courses
- TargetSolutions offers more than 500 hours of training for fire departments, including more than 250 hours of accredited EMS continuing education courses
- TargetSolutions is organizationally accredited through CAPCE, the Commission on Accreditation for Pre-Hospital Continuing Education
- In addition to EMS continuing education, TargetSolutions features NFPA 1001, NFPA 1021, NFPA 1410, NFPA 1500, as well as Occupational Safety and Health Administration (OSHA), and much more in its training catalog
- The TargetSolutions platform features unique applications for managing fire department training, recordkeeping, and compliance tasks, including:
    - Activities Builder
    - Credentials Manager
    - ISO Training Tracker
    - Community Resources
    - File Center
    - Test Builder
    - Generate Reports
    - Events Manager
- The TargetSolutions platform can be extended to *TargetSolutions Check It™* operations and asset management system for conducting inspections of equipment, apparatus and inventory

TargetSolutions Check It™ is a comprehensive solution for streamlining routine inspections and maintenance for vehicles, equipment, controlled substances, medical supplies, and other logged inventory.

Accessible via the mobile application or any web-enabled device, TargetSolutions Check It™ makes it simple to perform and track inspections, ensure assets are functioning correctly, and identify needs for repair or maintenance. TargetSolutions Check It™ is the only operations and asset management system fully integrated with the TargetSolutions online training management system.

Whether conducting an apparatus check, counting inventory of controlled substances, or inspecting equipment, TargetSolutions Check It™ enables agencies to track and report it all.

Here are the key differentiators of TargetSolutions Check It™ that make it stand apart in the industry:

- Integrated mobile application and web-based platform accessible 24/7 to complete inspections anytime, anywhere.
- Exclusive module for cradle-to-grave tracking of controlled substances
- Ability to securely track expiration dates of all types of controlled substances and other resources assigned to a specific vehicle, person, or storage facility.
- Built-in verification features, such as eSignatures, employee pin numbers, and facial recognition technology, to ensure accountability.
- Push notifications, email alerts, and custom check-step comments to communicate the completion of an inspection, create check-step comments, or notify supervisors of issues.
- Ability to open service tickets for an apparatus or piece of equipment in need of repair and track its status, costs, and other information with intuitive workflows.
- Produce comprehensive reports with visually-driven data to view check history, performance, and other measurable steps.

- TargetSolutions Check It™ features the exclusive Controlled Substances module for cradle-to-grave tracking of narcotics
- TargetSolutions' CrewSense workforce management system provides employee resourcing and human capital management software
- TargetSolutions' enterprise solution enables agencies to collaborate in a shared location while still managing their own TargetSolutions platform sites

TargetSolutions Scheduling™ powered by CrewSense is a total workforce management solution built for the complex organizational tasks of mission-critical industries.

With TargetSolutions, you can simplify employee scheduling, callbacks, and overtime hiring with intelligent rules to ensure each shift is adequately staffed with qualified personnel.

VECTOR SOLUTIONS | TargetSolutions
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TARGETSOLUTIONS
BY VECTOR SOLUTIONS

Automation tools streamline time-off requests and shift swapping to eliminate conflicts and grievances, determine tiebreakers, place employees in multiple rotating lists, and more.

Here are the key differentiators of TargetSolutions Scheduling™ that make it stand apart in the industry:

- A snapshot overview of shift schedules, minimum staffing levels, and employees' qualification in a dynamic workforce management dashboard.
- Cloud-hosted, reliable data that is available 24/7 and accessible via the mobile application or any web-based device.
- Interactive roster map with a live view of employee locations, traffic patterns, and 'hot spot' areas.
- Automatization tools to streamline overtime hiring, callbacks, and vacation requests with custom qualifiers to reduce human error or bias.
- Shift trade dashboard for employees to self-manage shifts trades (based on qualifications) and hours owed/credited to coworkers.
- Customizable and exportable reports with in-depth filters to analyze employee hours, payroll, overtime, and more.

Brandi Howe 7/1/2021

Brandi Howe
Director of Account Management
Vector Solutions

VectorSolutions

Renewal Notice

This is not an Invoice

Date 09-02-2021

Contract Name	Account Manager	Billing Frequency	Renewal Start Date
Jacksonville Fire Rescue Department (FL)	Brittany Adams	Annual	11-01-2021

Quantity	Product Code	Product Name	Former Product Name	Description	Unit Price	Total
1750	TSPREMIER	Vector LMS, TargetSolutions Edition Premier Membership	Formerly TargetSolutions Premier Membership Platform	Training management for public entities and professionals	$67.14	$117,495.00

Grand Total: $117,495.00

Vector Solutions is improving our customer experience by unifying all of our brands under the Vector Solutions name. Click here for more information. Please contact your Account Manager with any questions you may have.

Upon expiration of the Initial or any Renewal Term of your Client Agreement, access to the Services may remain active for thirty (30) days solely for purpose of Company's record keeping (the "Expiration Period"). Unless otherwise provided in your Client Agreement, any access to or usage of the Services following the Expiration Period shall be deemed Client's renewal of the Agreement under the same terms and conditions.