

CS-13-110

RECEIVED

CONTRACT APPROVAL FORM CONTRACT MANAGEMENT

(Contract Management Use only)
CONTRACT TRACKING NO.
CM1830-A2

2014 JAN 27 PM 2:30

CONTRACTOR INFORMATION

Name: Target Safety.com dba Target Solutions
Address: 10805 Rancho Bernardo Road, Suite 200; San Diego, CA 92127-5703
City State Zip
Contractor's Administrator Name: Rhianna Syvertsen Title: Regional Sales Manager
Tel#: 800.840.8048 Fax: 858.487.8762 Email: rds@targetsolutions.com

CONTRACT INFORMATION

Contract Name: Target Solutions On-Line Training Contract Value: \$8,895.00
~~\$8,118.00~~ *116*

Brief Description: EMS on-line training. Annual expense based on \$75.00 x ~~XXX~~ users plus \$195.00 platform maintenance fee.
Contract Dates : From: 03/1/2014 to 02/28/2015 Status: ___ New X Renew ___ Amend# ___ WA/Task Ord# ___

How Procured: ___ Sole Source X Single Source ___ ITB ___ RFP ___ RFQ ___ Coop. ___ Other ___

If Processing an Amendment:

Contract #: Increase Amount of Existing Contract: No Increase ___
New Contract Dates: to TOTAL OR AMENDMENT AMOUNT:

APPROVALS PURSUANT TO NASSAU COUNTY PURCHASING POLICY, SECTION 6

- [Signature]* 1-27-14 (\$4,072.50) 01261526-555000 ~~15000~~ & 0422352-555000 ~~6000~~ (\$4,072.50)
Department Head Signature Date Funding Source/Acct # 04224522-555000 NOAKS
- Charlotte Young* 1-27-14 CW 1-28-14 (\$750.00)
Contract Management Date
- [Signature]* 1-30-14 CW 1-28-14
Office of Management & Budget Date
- [Signature]* 2-14-14
County Attorney (approved as to form only) Date

Comments:

COUNTY MANAGER - FINAL SIGNATURE APPROVAL

[Signature] 2/18/14
Ted Selby Date

RETURN ORIGINAL(S) TO CONTRACT MANAGEMENT FOR DISTRIBUTION AS FOLLOWS:

- Original: Clerk's Services; Contractor (original or certified copy)
- Copy: Department
- Office of Management & Budget
- Contract Management
- Clerk Finance

2014 FEB -5 AM 11:56

CONTRACT MANAGEMENT

RECEIVED COUNTY MANAGERS OFFICE
FEB -5 PM 3:00
RECEIVED COUNTY MANAGERS OFFICE
FEB 14 PM 1:22
RECEIVED COUNTY MANAGERS OFFICE
14 JAN 27 PM 3:13

AMENDMENT NUMBER 2/SECOND EXTENSION TO THE
AGREEMENT FOR EMS ONLINE TRAINING

THIS AMENDMENT entered into this 18th day of February, 2014 by and between the **BOARD OF COUNTY COMMISSIONERS OF NASSAU COUNTY, FLORIDA**, a political subdivision of the State of Florida, (hereinafter referred to as "County") and **TARGET SAFETY.COM dba TARGET SOLUTIONS**, 10805 Rancho Bernardo Road, Suite 200, San Diego, California 92127, (hereinafter referred to as "Vendor").

WHEREAS, the parties entered into an Agreement dated March 1, 2012; and

WHEREAS, the original agreement provided for an initial term beginning February 29, 2012 and ending February 28, 2013, with an option to automatically renew for another twelve (12) month period unless vendor receives written notice of cancellation; and

WHEREAS, the parties agreed to extend the agreement for the period beginning March 1, 2013 and ending February 28, 2014; and

WHEREAS, the parties desire to amend and extend said Agreement; and

NOW, THEREFORE, FOR AND IN CONSIDERATION of the mutual covenants and agreements herein contained, the parties hereto agree as follows:

1. In accordance with Term and Condition Section of the Agreement for EMS Online training dated March 1, 2012, the performance period is hereby extended for an additional twelve (12) months beginning March 1, 2014 and ending February 28, 2015.
2. An Annual Platform Maintenance Fee of One Hundred Ninety-Five Dollars (\$195.00) is being added to the yearly cost.
3. All other provisions of said Agreement not in conflict with this Addendum shall remain in full force and effect.
4. Time is of the essence.

**BOARD OF COUNTY COMMISSIONERS
NASSAU COUNTY, FLORIDA**



TED SELBY, COUNTY MANAGER
Its: Designee

[SIGNATURES CONTINUE ON NEXT PAGE. REMAINDER OF PAGE
INTENTIONALLY LEFT BLANK]

TARGET SOLUTIONS

Jennifer Antinone
By: JENNIFER ANTINONE
Its: CLIENT SERVICES MANAGER

STATE OF CA

COUNTY OF SAN DIEGO

Before me personally appeared,
JENNIFER ANTINONE, who is personally known or
produced CALIFORNIA DRIVERS LICENSE as identification, known
to be the person described in and who executed the foregoing
instrument, and acknowledged to and before me that he/she
executed said instrument for the purposes therein expressed.

WITNESS my hand and official seal, this 20th day of
JANUARY, 2014.

Ann Marie Grimm

Notary Signature

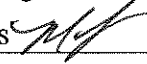
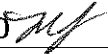
Notary-Public-State of CA at large
My Commission expires:

10/9/16



10/9/16
10/9/16
10/9/16

Nassau County Board of County Commissioners
Sole Source/Single Source Certification Form

Vendor Name: Target Safety.com Department: Fire Rescue
Address: 10805 Rancho Bernardo Road Department Head Signature: _____
San Diego, CA 92127-5703 Matthew A. Graves 
Phone: 800.840.8048 Date: 1/27/14
Contact Name: Rhianna Syvertsen
Account: 01261526/04223522-546020 Cost: ~~\$\$\$XXXX~~ \$8,895.00 
04224522-555000 NOAKS
Description of Commodity:
EMS on-line training

Check one (1) of the following two (2) choices:

- Sole Source: The goods or services can be legally purchased from only one source.
- Single Source: The goods or services can be purchased from multiple sources, but, in order to meet certain functional or performance requirements, there is only one economically feasible source for this purchase.

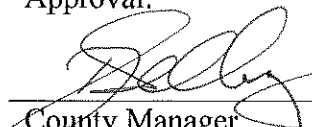
Please check all of the following that apply:

- Purchase can only be obtained from original manufacturer-not available through distributors.
- Only authorized area distributor of the original manufacturer.
- Parts/Equipment are not interchangeable with similar parts of another manufacturer.
- This is the only known source that will meet the specialized needs of this department or perform the intended function.
- This source must be used to meet warranty or service maintenance requirements.
- This source is required for standardization.
- None of the above apply.

Comments/Explanations: (required)

Target Solutions web-based, on-line training is the standard for the National Fire Protection Association (NFPA). No other provider has these key platform services. Backed by NFPA, IAFC, ISFSI, et. al.

Approval:

 _____
County Manager Date 2/18/14



Sole Source Justification for TargetSolutions' Services

TargetSolutions (formerly TargetSafety) provides a comprehensive suite of web based solutions for Fire and EMS departments. Most of these solutions are not available from other providers. In addition, when you consider that all are part of one, integrated online platform no other vendor can compete.

Among TargetSolutions platform's key differentiators are:

Solid Industry Backing:

TargetSolutions is backed by leading fire industry organizations, including:

National Fire Protection Association (NFPA) – In 2002, NFPA invested in TargetSafety to enable the company to deliver online training courses to serve NFPA's Fire Service members. NFPA was instrumental in financing the development of content and advanced applications for the Fire Service and is the Company's largest outside shareholder. The NFPA has representation in the TSC Board.

IAFC – TargetSolutions is an International Association of Fire Chiefs partner. TSC has underwritten a \$1.5 million grant to the fire service with the IAFC to give back to the fire community. In the past we offered free training for events such as the National Firefighter Safety Stand Down, of which 14,000 courses were completed. Together with IAFC Board, we initiated and sponsored the 2011 VCOS Training Officer of the year award.

International Society of Fire Service Instructors (ISFSI) – Headed up by Eddie Buchanan of Hanover FD, VA, ISFSI is partnered with TSC to review and develop relevant and cutting-edge training content to the fire industry. ISFSI and TSC host "Distance Learning in the Fire Industry," symposiums intended for instructors and anyone else in the fire service interested in e-learning.

Regional / Industry Segment Partnerships include SFFMA, SEAFCA, NYSAFC and VCOS.

Innovative Compliance Management Applications and Reports:

These applications and reports help departments lower costs and increase productivity while keeping firefighters and EMTs safe. They include:

- **Credentials Manager** – Automating the tracking of EMT certifications, firefighter job qualifications, drivers' licenses, auto insurance, and virtually any type of data with an expiration date and identification number
- **Custom Tests** – Enabling departments to evaluate employee proficiency by creating, assigning and managing the delivery of secure, web-based exams
- **Community Resources** – Making it easy for departments to share resources—such as training presentations, educational videos, SOPs, inspection forms, and more—with other TargetSolutions clients and community members; documents can be downloaded, modified, and assigned to employees in just a few clicks of the mouse.
- **Organization Resources** – Providing a central location for departments to upload and access organizational files
- **Custom Activities** – Allowing department personnel to track employee review of protocols, SOPs, and more as well as monitor virtually every action (or inaction) within the department



- **Web Events** (Integrated Adobe web conferencing) – Letting departments conduct live, online meetings (such as interactive training events) with remote participants from within the TargetSolutions platform
- **Event Manager** – Making it possible to create, schedule, track, and access reports on events such as instructor-led classroom training, online meetings and webinars, new hire orientations, and recurring department meetings; this application provides easy access to user registration and attendance records, delivers confirmation and reminder emails to employees, and simplifies enrollment and access to event details.
- **ISO Reporting** – Standardizing the department's collection of data and automating the reporting of all ISO training

Integrated Fire and EMS Training Courses and Custom Content:

TargetSolutions is the only provider that offers online EMS continuing education training on the same platform as NFPA-based firefighter, human resources, OSHA, HAZMAT, terrorism and emergency vehicle operator training. Featuring more than 200 hours of refresher curriculum, PreventionLink training topics include:

- **Fire Industry**
 - NFPA 1500 Series
 - NFPA 1001 Series/Firefighter I & II
 - NFPA 1021/Company Officer
 - Brunacini Functional Boss Behaviors
 - Emergency Responder Training
 - S-190 Introduction to Wildland Fire
 - General
- **EMS Continuing Education**
 - Preparatory
 - Trauma
 - Patient Assessment
 - Special Considerations
 - Operations
 - Airway
 - Medical
- **Emergency Vehicle Operator**
 - Fire Department Driver Training Curriculum
 - Supervisor Curriculum
- **OSHA and Compliance**
 - General Safety
 - Environmental Awareness
 - General
 - Occupational Health
- **Human Resources**
- **Employment Practices for Supervisors**
- **CA AB 1234 Board of Directors and Trustees**



AHA ACLS and BLS Training – Through our platform, fire and EMS personnel can take the American Heart Association's *BLS for Healthcare Providers Online Part 1* and *HeartCode™ ACLS Part 1*. These courses are integrated into the platform, making it possible to easily assign, track, and report course completion.

Content Authoring Start-up Kit – Using TargetSolutions' Content Authoring Start-up Kit, training officers can create engaging courses, presentations, interactions, and quizzes—incorporating multimedia elements like video and voiceover narration. These courses can then be uploaded to the platform, assigned and tracked.

Comprehensive Health and Wellness Program:

TargetSolutions, in partnership with American Specialty Health's Healthyroads®, features a complete web-based health and wellness program that meets all five parts of the IAFF's Wellness Fitness Initiative through personal health assessments, self-guided online courses, exercise and nutrition planners, and online tools.

Extensive Employment Screening:

Through a partnership with ACheck America, departments using TargetSolutions' platform have access to fast and accurate employment screening services, such as criminal and public records searches, compliance link searches, credit reports, social security number checks, general verifications, and drug and alcohol testing.

Summary

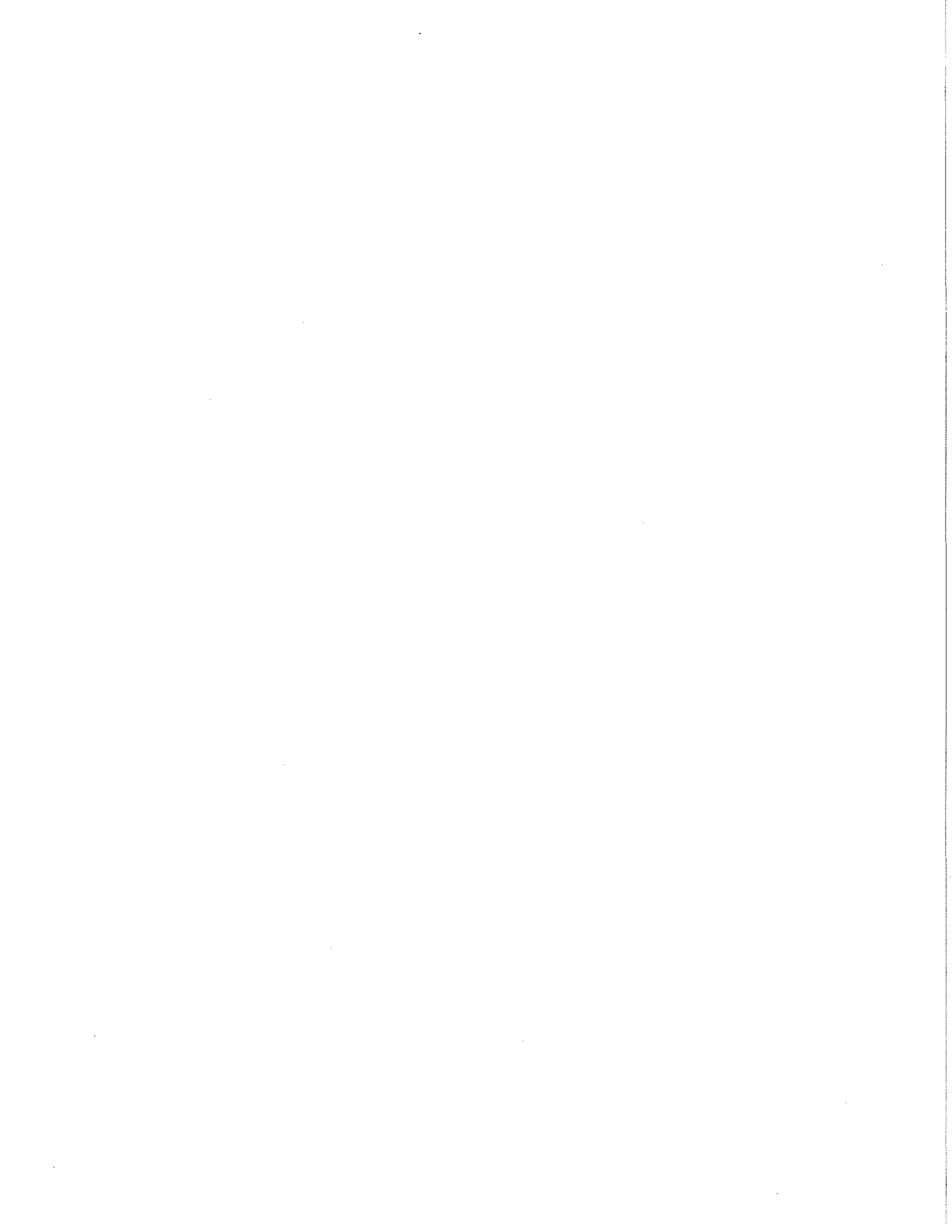
By taking advantage of these TargetSolutions applications and services, your department can:

- Dramatically reduce the expenses associated with overtime, administrative tasks and fuel
- Deliver online NFPA and EMS continuing education courses
- Document and maintain records on all required training and compliance tasks
- Facilitate better internal communication

Should you have any questions about the information presented above, please feel free to contact me at 858.592.6880.

We look forward to working with you and hope to serve your department for many years to come. Thank you for your consideration and evaluation of TargetSolutions and our platform.

Jon Handy
President and CEO TargetSolutions



Constance Holmes

From: Constance Holmes
Sent: Thursday, January 30, 2014 2:41 PM
To: Dawn Krass
Subject: RE: Target Solutions users

Okay, thank you.

Constance C. Holmes
Fire Rescue Headquarters
96160 Nassau Place
Yulee, FL 32097
904.491.7525
904.321.5748/fax

From: Dawn Krass [mailto:dkrass@nassaucountyfl.com]
Sent: Thursday, January 30, 2014 2:39 PM
To: Constance Holmes; Matt Graves
Cc: Dawn Krass
Subject: RE: Target Solutions users

Constance,

It is going through the approval process so I don't have it right now. I will send it back to you as soon as I get it back from OMB.

Dawn Krass
Contract Specialist
Nassau County Contract Management
96135 Nassau Place, Suite 6
Yulee, FL 32097
Phone: (904) 491-7377 ext 1097
Fax: (904) 321-2658
Email: dkrass@nassaucountyfl.com

From: Constance Holmes <cholmes@nassaucountyfl.com>
Sent: Thursday, January 30, 2014 2:24 PM
To: Matt Graves; Dawn Krass
Subject: RE: Target Solutions users

Dawn: Please return the Target Solutions package to FRHQ so that the adjustments can be made. Thank you.

Chief: Is the pricing going to be \$750.00 (10 x \$75.00) for Nassau Oaks? The BT would be from their training line. Let me know. Thank you.

Constance C. Holmes
Fire Rescue Headquarters
96160 Nassau Place
Yulee, FL 32097
904.491.7525

2/4/2014

904.321.5748/fax

From: Ann Gruetzmacher [mailto:aeg@targetsolutions.com]
Sent: Thursday, January 30, 2014 1:42 PM
To: Matt Graves; Rhianna D. Syvertsen
Cc: Constance Holmes; Dawn Krass; Shanea Jones
Subject: RE: Target Solutions users

Hi Chief Graves!

Sounds great, I will make sure this information gets to accounting for processing. Once the invoice is generated, it will be emailed to you directly.

We appreciate your business and having Nassau County Fire as a client. I am looking forward to working with you and your organization more this upcoming year and ensuring you get the most out of the TargetSolutions platform!

Have a great and safe and safe rest of your week!

Ann Gruetzmacher | Account Manager
Direct: 858.371.7149 Support: 800.840.8048
Email: aeg@targetsolutions.com | www.targetsolutions.com

TARGETSOLUTIONS

Connect with TargetSolutions: 

From: Matt Graves [mailto:mgraves@nassaucountyfl.com]
Sent: Thursday, January 30, 2014 10:35 AM
To: Ann Gruetzmacher; Rhianna D. Syvertsen
Cc: Constance Holmes; Dawn Krass; Shanea Jones
Subject: Target Solutions users

We will need to increase our number of users by ten positions to accommodate volunteer firefighters that we will be adding to the system. Nassau County's total should increase to 116 users.

Constance- we will need to do a BT from the Nassau Oaks line to cover the change.

Matthew A. Graves
Fire Chief
Nassau County Fire Rescue
96160 Nassau Place
Yulee, FL 32097
904-491-7525 office
904-321-5748 fax

2/4/2014

Constance Holmes

From: Matt Graves [mgrav@nassaucountyfl.com]
Sent: Thursday, January 23, 2014 8:45 AM
To: Constance Holmes
Subject: FW: Notice of TargetSolutions Platform Renewal | 2014

Matthew A. Graves
Fire Chief
Nassau County Fire Rescue
96160 Nassau Place
Yulee, FL 32097
904-491-7525 office
904-321-5748 fax

From: Matt Graves
Sent: Tuesday, January 21, 2014 8:42 AM
To: Rhianna D. Syvertsen
Subject: RE: Notice of TargetSolutions Platform Renewal | 2014

We will start with the available slots and figure out if we need more. Thanks for the help.

Matthew A. Graves
Fire Chief
Nassau County Fire Rescue
96160 Nassau Place
Yulee, FL 32097
904-491-7525 office
904-321-5748 fax

From: Rhianna D. Syvertsen <rds@targetsolutions.com>
Sent: Monday, January 20, 2014 12:50 PM
To: Matt Graves
Subject: RE: Notice of TargetSolutions Platform Renewal | 2014

Good afternoon,

It looks like you currently have 98 active users. So, you may not need to add as many new users. You can just add 8 of them to the existing slots. You would need to do that through the Manage Users within your platform. But it only takes a minute. And we can add the remaining for you.

Thanks!

Rhianna D. Syvertsen | South East Regional Sales Manager
Direct: 954-881-3121

1/27/2014

Email: rds@targetsolutions.com | www.targetsolutions.com



Connect with TargetSolutions:

From: Matt Graves [mailto:mgraves@nassaucountyfl.com]
Sent: Friday, January 17, 2014 2:01 PM
To: Rhianna D. Syvertsen
Subject: Re: Notice of TargetSolutions Platform Renewal | 2014

How many are occupied now?

Sent from my iPhone

On Jan 17, 2014, at 1:59 PM, "Rhianna D. Syvertsen" <rds@targetsolutions.com> wrote:

Hello,

You currently have 106 slots with us. Just let me know what you need. Thanks!

Rhianna D. Syvertsen | South East Regional Sales Manager
Direct: 954-881-3121
Email: rds@targetsolutions.com | www.targetsolutions.com

<image001.png>

Connect with TargetSolutions: <image002.png><image003.png><image004.png><image005.png>

From: Matt Graves [mailto:mgraves@nassaucountyfl.com]
Sent: Friday, January 17, 2014 12:27 PM
To: Rhianna D. Syvertsen
Subject: Re: Notice of TargetSolutions Platform Renewal | 2014

Thanks for your response. How many slots do we currently pay for? I will get you a number for additional users.

Sent from my iPhone

On Jan 17, 2014, at 11:00 AM, "Rhianna D. Syvertsen" <rds@targetsolutions.com> wrote:

Chief Graves,

Good morning. I understand that you need to add new personnel to the platform. I can assist you with that. Sorry for the delay. Just call me when you get a chance. Or, you can just send me a head count so I can get you a quote if that is what's needed.

The per person rate will remain \$75/per person. Our standard rate for Fire and EMS is \$109/per person and our standard rate for just Fire is \$89/per person. However, we did extend a special price to Nassau County. Please let me know if you have any questions. Otherwise, let me know how many people you need to add and I'll get

them set up.

Thanks!

Rhianna D. Syvertsen | South East Regional Sales Manager
Direct: 954-881-3121
Email: rds@targetsolutions.com | www.targetsolutions.com

<Image001.png>

Connect with TargetSolutions:
<image002.png><image003.png><image004.png><image005.png>

From: Matt Graves [<mailto:mgraves@nassaucountyfl.com>]
Sent: Friday, January 17, 2014 5:50 AM
To: Ann Gruetzmacher
Cc: Constance Holmes
Subject: RE: Notice of TargetSolutions Platform Renewal | 2014

I have not heard from Rhianna yet and I need to move forward with adding several people to our roster.

Matthew A. Graves
Fire Chief
Nassau County Fire Rescue
96160 Nassau Place
Yulee, FL 32097
904-491-7525 office
904-321-5748 fax

From: Ann Gruetzmacher <aeg@targetsolutions.com>
Sent: Tuesday, January 14, 2014 10:26 AM
To: Matt Graves
Cc: Constance Holmes
Subject: RE: Notice of TargetSolutions Platform Renewal | 2014

Hey there, sounds great. I will hold off on processing the renewal until we get more information as to how y'all are going to be proceeding moving forward with the volunteer users.

Rhianna Syvertsen is our Regional Sales Manager in Florida. She is the best point of contact for you to discuss pricing as I don't want to misquote you. I will pass this message along to her to have her reach out to you as well, but just in case, her email is rds@targetsolutions.com.

Thanks Matt!

Ann Gruetzmacher | Account Manager
Direct: 858.371.7149 Support: 800.840.8048

Email: aeg@targetsolutions.com | www.targetsolutions.com

<image001.png>

Connect with TargetSolutions:

<image002.png><image003.png><image004.png><image005.png>

From: Matt Graves [<mailto:mgraves@nassaucountyfl.com>]
Sent: Tuesday, January 14, 2014 6:57 AM
To: Ann Gruetzmacher
Cc: Constance Holmes
Subject: RE: Notice of TargetSolutions Platform Renewal | 2014

We intend to continue moving forward with TS. We may need to increase our number of users. Is there a better pricing option available? We will be adding volunteer firefighters that do not need the EMS component. Is there another platform option?

Matthew A. Graves
Fire Chief
Nassau County Fire Rescue
96160 Nassau Place
Yulee, FL 32097
904-491-7525 office
904-321-5748 fax

From: Ann Gruetzmacher <aeg@targetsolutions.com>
Sent: Tuesday, January 14, 2014 9:42 AM
To: Matt Graves
Subject: RE: Notice of TargetSolutions Platform Renewal | 2014

Hi Chief Graves!

I hope you're doing well and having a happy new year!

I just wanted to check in regarding your renewal. As a reminder, your subscription is set to renew on February 28th. I wanted to make sure we have all of the correct information including headcount before we move forward invoice. Let me know your plans regarding intent to renew and what your final headcount will be when you have a chance. Please reference email exchange, below, for the details.

Thanks, have a great and safe rest of your week!

Ann Gruetzmacher | Account Manager
Direct: 858.371.7149 Support: 800.840.8048
Email: aeg@targetsolutions.com | www.targetsolutions.com

<image001.png>

Connect with TargetSolutions:
<image002.png><image003.png><image004.png><image005.png>

From: Ann Gruetzmacher
Sent: Wednesday, November 27, 2013 8:04 AM
To: 'mgrav@nassaucountyfl.com'
Subject: Notice of TargetSolutions Platform Renewal | 2014

Hi Chief Graves!

On behalf of everyone at TargetSolutions, thank you for using our platform this past year. We know you have many options and we are extremely grateful you have chosen us as your provider for online training and records management services.

Your current subscription to TargetSolutions *is set to renew on February 28, 2014*. Renewal provides your organization uninterrupted access to the industry's top training management platform. Based on your 2013 headcount and users added over the year, you can expect your upcoming invoice to reflect the following:

2014 User Count: 106
2014 Renewal Price: \$75 per user
2014 Platform Maintenance Fee: \$195
Total Amount to be Invoiced: \$8,145

As you can see, we have instituted a Platform Maintenance Fee. This modest increase is a result of numerous enhancements to improve data security, system reliability and application development.

In order to process your renewal in a timely manner, please respond to this e-mail as confirmation of your intent to renew. As always, we are here to answer any questions you may have and assist you during this renewal process.

Thanks and stay safe!

Ann Gruetzmacher | Account Manager
Direct: 858.371.7149 Support: 800.840.8048
Email: aeg@targetsolutions.com

.....
<image001.png>
10805 Rancho Bernardo Road
Suite 200
San Diego, CA. 92127
Tel: 800.840.8048 | Fax: 858.487.8762 | www.targetsolutions.com
Connect with TargetSolutions:
<image002.png><image003.png><image004.png><image005.png>