

BOARD OF BIDS AND CONTRACTS JANUARY 28, 2016

**1. CAREER DEVELOPMENT TRAINING COURSES -- HUMAN RESOURCES**  
**FUNDING -- HUMAN RESOURCES**

(Request sent to 73 vendors)

RFP #15-0108 Contract

	Allen, Gibbs & Houlik, L.C.	Dr. Audrey Curtis Hane	Etc. Executive Training and Coaching	The Austin Peters Group, Inc.	Butler County Community College	Cross Cultural Institute, LLC	Counseling and Mediation Center, Inc.
1. Interpersonal Skills in the Workplace	no bid	\$1,250.00	\$7,000.00	\$1,800.00	\$2,320.00	no bid	\$1,400.00
2. Presentation Skills	no bid	<b>\$1,000.00</b>	\$7,000.00	no bid	\$2,320.00	no bid	no bid
3. Organization and Time Management Skills	\$925.00	no bid	no bid	no bid	\$775.00	no bid	\$760.00
4. Maximizing your Full Potential	no bid	\$750.00	\$5,500.00	no bid	\$775.00	no bid	\$740.00
5. Ethics and Creditability	no bid	no bid	no bid	\$1,200.00	\$800.00	no bid	\$760.00
6. Listening and Communication Skills	no bid	no bid	\$5,500.00	no bid	\$775.00	no bid	\$760.00
7. Balance between Work and Home	no bid	\$800.00	no bid	no bid	<b>\$775.00</b>	no bid	\$760.00
8. Emotional Intelligence	\$1,325.00	no bid	no bid	no bid	\$1,170.00	no bid	\$1,400.00
9. Leadership in the Workplace	no bid	\$1,250.00	\$7,500.00	\$1,800.00	\$1,170.00	no bid	\$1,400.00
10. Motivating and Coaching Positive Behaviors	\$1,575.00	no bid	\$7,500.00	no bid	\$1,770.00	no bid	\$1,400.00
11. Building a Successful Team	\$1,575.00	no bid	no bid	no bid	\$1,170.00	no bid	no bid
12. Delegation Skills	\$825.00	no bid	no bid	no bid	\$775.00	no bid	no bid
13. Cultural Awareness	no bid	no bid	\$3,000.00	no bid	\$700.00	<b>\$260.00</b>	no bid
	Jim Maddox	Wichita State University	Leader Systems, Inc.	Beacon Training Services, Inc.	Pyxis, Inc.	ProBizAssoc.com	
1. Interpersonal Skills in the Workplace	no bid	<b>\$1,032.00</b>	no bid	\$2,000.00	\$840.00	\$3,000.00	
2. Presentation Skills	\$1,100.00	no bid	no bid	\$2,000.00	\$840.00	\$4,200.00	
3. Organization and Time Management Skills	<b>\$500.00</b>	\$774.00	\$750.00	\$2,000.00	\$560.00	\$3,000.00	
4. Maximizing your Full Potential	no bid	\$774.00	<b>\$750.00</b>	\$2,000.00	\$470.00	\$2,760.00	
5. Ethics and Creditability	no bid	<b>\$774.00</b>	no bid	\$1,000.00	\$560.00	\$2,520.00	
6. Listening and Communication Skills	<b>\$500.00</b>	no bid	\$750.00	\$2,000.00	\$560.00	\$2,280.00	
7. Balance between Work and Home	no bid	no bid	no bid	\$2,000.00	\$560.00	\$2,760.00	
8. Emotional Intelligence	<b>\$1,100.00</b>	no bid	\$1,500.00	\$2,000.00	\$840.00	\$2,760.00	
9. Leadership in the Workplace	<b>\$1,100.00</b>	\$1,161.00	\$1,500.00	\$2,000.00	\$910.00	\$3,240.00	
10. Motivating and Coaching Positive Behaviors	no bid	no bid	<b>\$1,500.00</b>	\$2,000.00	\$980.00	\$3,000.00	
11. Building a Successful Team	<b>\$1,100.00</b>	\$1,161.00	no bid	\$2,000.00	\$980.00	\$3,000.00	
12. Delegation Skills	no bid	\$774.00	<b>\$750.00</b>	\$2,000.00	\$490.00	\$2,160.00	
13. Cultural Awareness	no bid	no bid	no bid	\$2,000.00	\$280.00	\$2,280.00	

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No bid	ToucanEd, Inc	Ryan Bond	John Belt	Fred Pryor Seminars	Demarche Consulting Group	InterAct Training Group	Priority Management Kansas City
	Lewis G. Bender, PhD	Training Systems, Inc.	Telephone Doctor, Inc.	Next Element Consulting	Orion Development Group	Project Management Institute	Transformative Concepts Consulting Group

On the recommendation of Kara Kingsley, on behalf of Human Resources, Davis Spears moved to **accept the best proposals from Dr. Audrey Curtis Hane (item #2), Butler County Community College (item #7), Cross Cultural Institute, LLC (item #13), Jim Maddox (items #3, 6, 8, 9, 11), Wichita State University (items #1, 5), Leader Systems, Inc. (items #4, 10, 12) and establish contract pricing for two (2) years with two (2) one (1) year options to renew.** Tim Kaufman seconded the motion. The motion passed unanimously.

A committee comprised of Greg Baker, Roberta Berry and Eileen McNichol-Human Resources and Kara Kingsley-Purchasing reviewed all proposals based on the vendors ability to meet all proposal conditions and instructions, clarity, completeness and comprehensiveness of the proposal and the most advantageous and prudent methodology and costs to the county. The committee unanimously chose the above mentioned vendors as offering the best proposals that meet the criteria.

Pyxis, Inc. did not provide any details regarding the content of the courses for which they submitted proposals, preventing the committee from determining the alignment of their course material with our employee development program. Pyxis, Inc. is not a general employee or management development business. It was developed initially to serve at-risk youth in the state. Over time, it has expanded its services to include vocational rehabilitation, mental health, juvenile offenders, transitional youth and foster care youth. Pyxis, Inc. lists its main function as an employment services contractor. Although the main facilitators possess the requisite qualifications to lead the courses they proposed, their backgrounds are in Physical Education, Social Services, Mental Health, Customer Care, Finance & Budget, and Student Recruiting and Testing. Their experience appears to be more aligned with assisting individuals facing various life challenges and learning to establish a consistent path to securing employment.

Counseling and Mediation Center requires use of an online tool that is time consuming for the class attendees, offering basic courses that weren't necessarily designed for public employees or were not aligned methods used by Human Resources.

Human Resources offers a variety of training courses on a rotating and as-needed basis to all county employees including line staff, as well as new and experienced supervisors alike. These courses are used by county employees for personal and professional development. The estimated annual spend for these services will be \$24,882.00.