

**BOCC APPROVED APRIL 7, 2021**  
**BOARD OF BIDS AND CONTRACTS APRIL 1, 2021**

**6. VIRTUAL CAREER DEVELOPMENT TRAINING COURSES -- HUMAN RESOURCES**  
**FUNDING -- HUMAN RESOURCES**

(Request sent to 218 vendors)

RFP #21-0005 Contract

	<b>Allen, Gibbs &amp; Houlik, L.C.</b>	Audrey Curtis Hane	BCG - North America Corporation dba BCG Learning Solutions	Blue EQ, LLC
Virtual Career Development Training Courses	<b>Price per course</b>			
1. Interpersonal Skills in the Workplace	\$1,100.00	\$450.00	\$1,150.00	No Bid
2. Maximizing Your Full Potential	\$825.00	\$300.00	\$1,150.00	No Bid
3. Ethics and Creditability	\$825.00	No Bid	\$1,150.00	No Bid
4. Listening and Communication Skills	\$825.00	\$300.00	\$1,150.00	No Bid
5. Work/Life Balance	\$825.00	\$300.00	\$1,150.00	No Bid
6. Emotional Intelligence	\$1,100.00	No Bid	\$1,150.00	\$11,970.00
7. Cultural Awareness	<b>\$1,100.00</b>	No Bid	\$1,150.00	No Bid
8. Leadership in the Workplace	\$1,100.00	\$450.00	\$1,150.00	No Bid
9. Building a Successful Team	\$1,375.00	\$600.00	\$1,150.00	No Bid
	<b>CCS Learning Academy</b>	Dynamic Workforce Solutions, LLC dba Dynamic Works Institute	Monroe Services LLC dba Dawn Monroe Training	Rytan Database Marketing, Inc dba Pass It On Purpose Coaching and Training
Virtual Career Development Training Courses	<b>Price per course</b>			
1. Interpersonal Skills in the Workplace	\$3,595.00	\$1,600.00	\$1,500.00	\$3,600.00
2. Maximizing Your Full Potential	\$3,395.00	\$1,100.00	\$1,200.00	\$2,910.00
3. Ethics and Creditability	\$3,595.00	\$1,100.00	\$1,200.00	No Bid
4. Listening and Communication Skills	\$3,395.00	\$1,100.00	\$1,200.00	\$2,910.00
5. Work/Life Balance	\$3,395.00	\$1,100.00	\$1,200.00	\$2,910.00
6. Emotional Intelligence	\$3,595.00	\$1,600.00	\$1,500.00	No Bid
7. Cultural Awareness	\$3,495.00	\$1,600.00	\$1,500.00	No Bid
8. Leadership in the Workplace	\$3,295.00	\$1,600.00	\$1,500.00	\$4,410.00
9. Building a Successful Team	\$3,495.00	\$2,100.00	\$1,800.00	\$4,410.00
	<b>The Carpenter Group</b>	Training Force USA, LLC	<b>Wichita State University</b>	<b>Jim Maddox</b>
Virtual Career Development Training Courses	<b>Price per course</b>			
1. Interpersonal Skills in the Workplace	\$3,270.00	\$4,000.00	<b>\$900.00</b>	\$500.00
2. Maximizing Your Full Potential	\$2,180.00	\$3,000.00	\$600.00	No Bid
3. Ethics and Creditability	\$2,180.00	\$3,000.00	<b>\$600.00</b>	No Bid
4. Listening and Communication Skills	\$3,270.00	\$4,000.00	\$600.00	<b>\$500.00</b>
5. Work/Life Balance	\$2,726.00	\$4,000.00	\$600.00	No Bid
6. Emotional Intelligence	\$4,360.00	\$3,000.00	\$900.00	<b>\$800.00</b>
7. Cultural Awareness	\$3,270.00	\$3,000.00	\$900.00	No Bid
8. Leadership in the Workplace	\$3,816.00	\$3,000.00	\$900.00	<b>\$800.00</b>
9. Building a Successful Team	\$4,360.00	\$4,000.00	<b>\$1,050.00</b>	\$800.00
	<b>Butler Community College</b>			
Virtual Career Development Training Courses	<b>Price per course</b>			
1. Interpersonal Skills in the Workplace	\$1,360.00 + \$30.00 per person			
2. Maximizing Your Full Potential	<b>\$775.00</b>			
3. Ethics and Creditability	\$800.00			
4. Listening and Communication Skills	\$775.00			
5. Work/Life Balance	<b>\$775.00</b>			
6. Emotional Intelligence	\$1,170.00			
7. Cultural Awareness	\$1,500.00			
8. Leadership in the Workplace	\$1,270.00			
9. Building a Successful Team	\$1,170.00			

No Bid	Ascentra, Inc.	Axiom Service Pros, LLC	Bandura Plus, LLC	Public Health Foundation
	Catholic Charities Wichita	Creative Business Solutions	Critical Ops, LLC	Signet North America
	DTI Training Consortium	Emergency Preparedness Solutions LLC	Friends University	Soul Sisters Jewelry Designs, LLC
	HazMat Solutions Inc.	Interact Training Group	John Belt	Sumuri LLC
	KCOE ISOM	Labelmaster	Larry Paiz	The Arnold Group
	Lifesaver Learning Inc.	Medxcel	Northwest Kansas Technical College	The Blue Cell LLC
	WSU - Hugo Wall School of Urban			

On the recommendation of Britt Rosencutter, on behalf of Human Resources, Tim Myers moved to **accept the proposals from Allen, Gibbs & Houlik, LLC (course #7); Wichita State University (courses #1, #3, and #9); Jim Maddox (courses #4, #6, and #8); and Butler Community College (courses #2 and #5) and establish contract pricing at the rates listed above for two (2) years with two (2) one (1) year options to renew.** Linda Kizzire seconded the motion. The motion passed three (3) to one (1) with Anna Meyerhoff abstaining.

A committee comprised of Greg Baker - Human Resources; Lori Gibbs - Corrections; Lisette Foster - Division of Finance; and Britt Rosencutter - Purchasing reviewed all proposals and based on the criteria set forth in the RFP, the committee unanimously chose the above mentioned vendors.

Human Resources offers a variety of training courses on a rotating and as-needed basis to all county employees. These courses are used by county employees for personal and professional development. Due to COVID-19 restrictions, Human Resources has decided to start offering virtual training.

Notes:

The estimated annual spend for these services in 2021 will be \$15,200.00 and in 2022 will be \$22,800.00.

**Questions and Answers**

Russell Leeds: I do not think there is any conflict but we will address the issue up front, Anna being appointed to a new role in HR, if she needs to recuse herself?

Kirk Sponsel: I think because this went through her department she will have to recuse herself on this one. It will impact future advantages arguably.

Russell Leeds: There is a wide variety of pricing from significant number of vendors, is it 13 vendors?

Britt Rosencutter: Yes sir.

Russell Leeds: I think this comes down to a best value selection, is that correct counselor?

Kirk Sponsel: That is correct, this would be a best value selection, we can take factors other than price into consideration.

Russell Leeds: On the pricing table, there were some that were the lowest and some that were second or third lowest. I don't have any specific questions other than if HR wants to speak generally. They selected these based on the content that was going to be delivered and things like that?

Greg Baker: Yes, we did look very carefully at the content, we had specific objectives aligned with our strategic plan for the support and development we are putting together for our employees, particularly our supervisory training. That has a lot of weight or bearing on how they were rated. The ones we selected are in the top four (4) over all. There were others that might've been priced a little bit lower but they were not going to be as effective in meeting our objectives as the ones we selected.