COUNTY OF ROCKLAND
Department of General Services
Purchasing Division

Contract Award Notification

Title: Enterprise Training Solutions PM69719

Contract Period: July 14, 2023, through July 13, 2026

Original Date of Issue: July 14, 2023

Date of Revision:

BID No: **MB-RFQ-RC-2023-028**

Authorized Users: Department of Personnel

Address Inquiries To:

Name: Sabrina Samuels
Title: Assistant Director of Purchasing
Phone: 845-364-3807
Fax: 845-364-3809
E-mail: samuelss@co.rockland.ny.us

Description
This contract is to provide self-paced courses for HR compliance and professional development self-based courses.

Contract #	Vendor Number	Contractor & Address	Telephone No.
MB-RFQ 23-028	0000012199	Enterprise Training Solutions 120 Bloomingdale Road White Plains, NY 10605 Contact: Ken Gellerman kgellerman@enterprisetraining.com	914-682-4331

County of Rockland
CONTRACT

Dept. of General Services

Purchasing Division
50 Sanatorium Rd
Bldg A, 6th Fl, Room 609
POMONA NY 10970
www.rcpurchasing.com

Contract ID		Page
MB-RFQ 23-028		1 of 1
Contract Dates		**Currency**
07/14/2023 to 07/13/2026		USD
		Contract Maximum
Enterprise Training Solutions		171,873.00
Freight Terms	**Buyer Email**	
	samuelss@co.rockland.ny.us	
Buyer	**Phone**	**Fax**
SAMUELS, SABRINA	845/364-3807	845/364-3809

Supplier   0000012199
Enterprise Training Solutions
Ken Gellerman
120 Bloomingdale Rd
Suite 403
White Plains NY 10605

Phone   914/682-4331

kgellerman@enterprisetraining.com

Tax Exempt?   Tax Exempt ID:

Line #	Supplier Item	Item Desc	Item ID	Price	UOM
1		Compliance - Self-Paced Courses (7 Course Titles). Titles maybe swapped annually. Part #MSSCOURSE3 X 2 + MSSCOURSE1. 12 month subscription $12.65 x 1,700 subscriptions = $21,505.00. Enter Term of Contract	92400000001	21,505.00000	Year
2		Professional Development - Self-Paced Courses. Part #: MSSPDSKILLSB. 12 month subscription $20.58 x 1,700 subscriptions = $34,986.00. Enter term of Contract	92400000002	34,986.00000	Year
3		Custom Rockland DEI Course Hosting - Annually. Part #: MSSHOSTING Enter term of Contract	92400000003	400.00000	Year
4		Custom Workplace Violence Prevention Course Hosting -Annually Part #: MSSHOSTING - Enter term of Contract	92400000004	400.00000	Year
5		Single Sign-On (SSO) $1,995.00 one-time fee is excluded - no charge. Enter term of Contract	92400000005	0.00000	Each
6		API Webb Services $1,995.00 one-time fee is excluded - no charge. Enter term of Contract	92400000006	0.00000	Each

PRICES, TERMS AND CONDITIONS ARE IN ACCORDANCE WITH STATE CONTRACT S/C PM69719

Authorized Signature
Paul J Brenn

Quote

18APR23

Customer:	Vendor:
County of Rockland	Enterprise Training Solutions
50 Sanatorium Rd.	120 Bloomingdale Rd. Suite 402
Pomona, NY 10970	White Plains, NY 10605
Phone: 845.364.3744	Phone: 914.682.4331
Point of Contact: Bijan Vafegh/ Sherri Brenner	Point of Contact: Jonathan Richardson

Online Training Solution	12 Month Subscription	Number of Users/Subscriptions	Total
Compliance - Self-paced courses (7 course titles). Titles may be swapped annually. Part #: MSSCOURSE3 X 2 + MSSCOURSE1	$12.65	1,700	$21,505.00
Professional Development - Self-paced courses. Part #: MSSPDSKILLSB	$20.58	1,700 Enterprise *See below	$34,986.00
Custom Rockland DEI course hosting – annually Part #: MSSHOSTING	$400.00	1	$400.00
Custom Workplace Violence Prevention course hosting – annually Part #: MSSHOSTING	$400.00	1	$400.00
Single Sign On (SSO)	$1,995.00 One-time fee	1	N/C Inclusion
API Web services	$1,995.00 One-time fee	1	N/C Inclusion
Year 1 Total			**$57,291.00**
Year 2 Total			$57,291.00
Year 3 Total			$57,291.00
Total Program Value Over the Three-year Term			**$171,873.00**
Refer to: NY State OGS Contract #PM69719	**Payment Terms: Net30**	**Pricing based on three-year program term – Billed Annually**	

*Enterprise

With Enterprise distribution Rockland County may offer/deliver professional development courses to all employees. No potential additional costs are tied to this line item.

This line item assumes there will be no mandates to require course completion (like the mandates that exist for EEO/compliance training).

The enterprise option is a good choice for the following reasons:
-Rockland County does not have to manage accounts (pick and choose users for course assignment) which is the case for the 300-user option submitted in a prior quote
-Rockland County may broadly market courses to all employees for unlimited use

VENDOR (Enterprise Training Solutions) and CLIENT (County of Rockland) Deliverables:

- Vendor to provide an implementation specialist responsible for program set up, configuration, roll-out and customer administrator training (see Support Service)
- Vendor to provide technical support to users and administrators
- Customer to identify an internal program administrator who will attend administrator training and be responsible for online learning administrative tasks concerning employee/user maintenance and course enrollment
- Customer to provide accurate user data in vendor supplied user profile form

By issuing a Purchase Order, the VENDOR (Enterprise Training Solutions) and the CLIENT (County of Rockland) agree to this Quote and all items, deliverables and terms stated.

The County of Rockland Purchasing Division is issuing this mini-bid in accordance with NYS-OGS Award 22802 – Group – 73600 – Contract PM69719 Enterprise Training Solutions to provide Self Paced Courses for HR Compliance and Professional Development Self Based Courses.

It is the intent of the County of Rockland department of personnel to enter into a 3 year contact at a fixed annual rate. All responses must provide pricing for the Enterprise Training Solutions noted on the BidTable. Alternates not acceptable.