Driver Safety Training Services

Statewide Contract Webinar – March 10, 2011
Your Presenter
State Purchasing Division – Statewide Contracts

Josh Borden
C.P.M., GCPA
Category Manager,
Strategic Sourcing Services
Experience
20 Years with State of Georgia
DHS, DOAS
Education
BSHE, University of Georgia
MS, University of Georgia
Contract Information
josh.borden@doas.ga.gov
404-657-4322
Purpose of this Webinar

State Purchasing Division – Statewide Contracts

1. EXPLAIN the purpose
2. REVIEW the benefits
3. LIST specific details
4. LIST the benefits
5. FIND on the website
6. REVIEW FAQs
7. DESCRIBE how to get info
Purpose of this Webinar

State Purchasing Division – Statewide Contracts

Purpose:

The purpose is to introduce the Driver Safety Training Services Contract and provide information to entities on how to contact Smith Systems Driver Improvement Institute.

The contract is designed to Train the Trainers within the entities and universities so that they may deliver safety training and follow up.
## Statewide Contract Details

State Purchasing Division – Statewide Contracts

<table>
<thead>
<tr>
<th>Question</th>
<th>Answer</th>
</tr>
</thead>
<tbody>
<tr>
<td>What is the Contract Number?</td>
<td>99999-SPD-SPD0000036-0001</td>
</tr>
<tr>
<td>Is it a Renewal?</td>
<td>No</td>
</tr>
<tr>
<td>Does it Replace an Existing Contract?</td>
<td>No</td>
</tr>
<tr>
<td>What is the Contract Term?</td>
<td>5 Years</td>
</tr>
<tr>
<td>What is the Expiration Date?</td>
<td>02-29-2012</td>
</tr>
<tr>
<td>Does it Allow the Use of the P-Card?</td>
<td>Yes</td>
</tr>
<tr>
<td>Who is the Person to Contact with Questions:</td>
<td>Josh Borden</td>
</tr>
<tr>
<td></td>
<td><a href="mailto:josh.borden@doas.ga.gov">josh.borden@doas.ga.gov</a></td>
</tr>
<tr>
<td></td>
<td>404.657.4322</td>
</tr>
</tbody>
</table>
Smith System Driver Institute
Statewide Contract Manager Chris Pulliam

Chris Pulliam is a Regional Manager and a certified Instructor for Smith System Driver Improvement. Smith System® is the original commercial driver training company in the United States. Over half of today’s Fortune 500 companies have used their advanced driving techniques to achieve superior safety records.

Prior to joining Smith System, Mr. Pulliam was an officer in the United State Army Reserves. In this role Mr. Pulliam was responsible for training support, evaluation, and mobilization assistance for Client Reserve Units to ensure their mission readiness prior to deployment. Mr. Pulliam received a Certificate of Achievement for exceptionally meritorious performance during Operation Iraqi Freedom, Noble Eagle and Enduring Freedom.

While serving in the United States Army Reserves, Mr. Pulliam simultaneously held various positions, including Branch Manager, Assistant Manager, Sales, Account Manager with Enterprise Rent-A-Car.

Mr. Pulliam earned his BBA with an emphasis in Management from Texas Christian University in 1999.
Introducing

SMITH SYSTEM
Drive Different.

... even more relevant today.
Smith System History

Developed by Harold Smith in 1948

Established as a company in 1952

First training method dedicated to educating experienced drivers in collision avoidance
154 employees
100 trainers
10,500 annual training sessions
30,000 drivers trained annually
56 years of experience
83 countries
21 languages
The Smith 5 Keys™

1. **Aim High In Steering®**
   Looking further ahead than other drivers

2. **Get The Big Picture®**
   Seeing more around them than other drivers

3. **Keep Your Eyes Moving®**
   Being more alert than other drivers

4. **Leave Yourself An Out®**
   Planning ahead better than other drivers

5. **Make Sure They See You®**
   Making themselves more visible than other drivers

*Increased Space + Improved Visibility = More Time*
DriverDirect℠
• On-Road and In the Classroom

DriverTrainer℠
• Train-the-Trainer Sessions

DriverSeminar℠
• Larger Group Sessions

SmithMedia™
• Video Courses
• Printed Literature
• On-Line Courses
Driver training reduces your cost of accidents, fuel and maintenance and can increase employee satisfaction.

Smith System driver training will be among the highest returns on investment of anything you buy this year.
Key Benefits

State Purchasing Division – Statewide Contracts

- Structure and pricing that offers discounts to entities that can provide their own training location
- Structure and pricing that offers discounts to entities that can provide their own vehicles
- Structure and pricing that offers a more competitive rate for purchasing as needed items
- The ability to have individuals trained within each entity to ensure understanding of good driving habits
- The ability to have, as a resource, DVDs and materials to support continued training of good driving habits
- The ability to have an improved assessment of Risk and Liability for those entities whose employees have been trained
# Pricing

**State Purchasing Division – Statewide Contracts**

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Services</th>
<th>Unit of Issue</th>
<th>Unit Price*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Option #1</td>
<td>Classroom Training (5 Day DriverTrainer Class with 6 students)</td>
<td>EA</td>
<td>1,457.06</td>
</tr>
<tr>
<td></td>
<td>Based on 40 hour Week including lunch and breaks. 15 hours in the</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>classroom and 25 hours for On the Road Evaluation.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>(5 Day DriverTrainer Class with 6 students max)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOTAL per Participant (with 6 students attending)</td>
<td>EA</td>
<td>1,457.06</td>
</tr>
<tr>
<td></td>
<td>Total Per Class (5 Day DriverTrainer Class with 6 students)</td>
<td>EA</td>
<td>8,742.40</td>
</tr>
<tr>
<td>Option #2</td>
<td>On the Road Evaluation (4 Day DriverTrainer Class with 4 students)</td>
<td>EA</td>
<td>1,868.00</td>
</tr>
<tr>
<td></td>
<td>Based on 4 Days (32 Hours) including lunch and breaks. 12 hours in the</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>classroom and 20 hours for On the Road Evaluation</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>(4 Day DriverTrainer Class with 4 students max)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>TOTAL per Participant (with 4 students attending)</td>
<td>EA</td>
<td>1,868.00</td>
</tr>
<tr>
<td></td>
<td>Total Per Class (4 Day DriverTrainer Class with 4 students)</td>
<td>EA</td>
<td>7,472.00</td>
</tr>
</tbody>
</table>
Key Discounts

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<table>
<thead>
<tr>
<th>Item</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Training Materials Discount During Length of Contract (in addition to quantity discount)</td>
<td>10%</td>
</tr>
<tr>
<td><em>(5 Day DriverTrainer Class with 6 students max)</em></td>
<td><strong>200 dollars Per Day (If you provide training location meeting room)</strong></td>
</tr>
<tr>
<td><em>(5 Day DriverTrainer Class with 6 students max)</em></td>
<td><strong>75 dollars Per Day (If you provide training vehicle)</strong></td>
</tr>
<tr>
<td><em>(4 Day DriverTrainer Class with 4 students max)</em></td>
<td><strong>200 dollars Per Day (If you provide training location meeting room)</strong></td>
</tr>
<tr>
<td><em>(4 Day DriverTrainer Class with 4 students max)</em></td>
<td><strong>75 dollars Per Day (If you provide training vehicle)</strong></td>
</tr>
<tr>
<td>Smith System Videos (DVD's)</td>
<td><strong>20 % When you Order between 4-7 DVD's</strong></td>
</tr>
<tr>
<td>Smith System Videos (DVD's)</td>
<td><strong>30 % When you Order between 8-12 DVD’s</strong></td>
</tr>
</tbody>
</table>
### Examples

**State Purchasing Division – Statewide Contracts**

<table>
<thead>
<tr>
<th>Option #1</th>
<th>Classroom Training (5 Day DriverTrainer Class with 6 students) Based on 40 hour Week including lunch and breaks. 15 hours in the classroom and 25 hours for On the Road Evaluation.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Base Price is 8742.40</strong></td>
<td></td>
</tr>
<tr>
<td>Training Room</td>
<td>- $200.00 x 5 days = $1000.00</td>
</tr>
<tr>
<td>Automobile</td>
<td>- $75.00 x 5 days = $375.00</td>
</tr>
<tr>
<td><strong>New Price is 7367.40</strong></td>
<td>($8742.40 – $1375.00)</td>
</tr>
</tbody>
</table>

**Intersections: Among the Most Dangerous Places on Earth DVD**

<table>
<thead>
<tr>
<th>You want to buy 10</th>
<th>147.00 each</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>147.00 x 10  = $1470.00</td>
</tr>
<tr>
<td></td>
<td>- 40% Discount  $588.00</td>
</tr>
<tr>
<td></td>
<td><strong>New Price = $882.00</strong></td>
</tr>
</tbody>
</table>
Where to Find this Statewide Contract

State Purchasing Division – Statewide Contracts

Where to Find this Statewide Contract

State Purchasing Division – Statewide Contracts

2. Hover over the **State and Local** section of the screen.
3. Click on **State Purchasing**.
Where to Find this Statewide Contract

State Purchasing Division – Statewide Contracts

4. In the Direct Links section, click on Statewide Contracts.
5. To access contract information, click on the Team Georgia Marketplace™ icon to access the Login screen. This User Name and Password is generic and only provides access to contract information.
Statewide Contracts Index

6. When the Login screen displays, use tgmguest as the User Name and the Password. This generic ID and Password allows access to contract information only.
SWC Index for Window Shoppers

You can also click on the Team Georgia Marketplace™ icon to access the same Login screen, but enter your personal Window Shopper User Name and Password. This allows you to access the Statewide Contract Index as well as to shop for items available from the Statewide Contracts.

Statewide Contracts

State Purchasing establishes competitive statewide contracts for a wide variety of products, services, and equipment. These contracts cover commonly used commodities such as office supplies, furniture, motor vehicles, natural gas, liquid petroleum, paint, ammunition, asphalt, and much more. In order to find the contract that best fits your needs, you will need to access Team Georgia Marketplace™ using one of the following methods:

State of Georgia Employees

If you are a State of Georgia employee who has not completed training or has not requested your window shopper login click here to view Statewide Contracts™

General Public

Click on the Team Georgia Marketplace™ icon and log in using the following guest ID and password. First time users should review the Training Presentation provided below.

ID: tgmguest
Password: tgmguest

View the Training Presentation
Print and Review the Quick Reference Guide

Window Shoppers

Click on the Team Georgia Marketplace™ icon using your Window Shopper ID and navigate to the “Contracts” tab to search or browse available contracts. Additional instructions can be found in the Window Shopper Quick Reference Guide.
SWC for Window Shoppers

If you are a Window Shopper user, you can access the Statewide Contract Index by entering your personal User Name and the Password once the Login screen displays. Then, click on the Contracts tab.
Once you access the system using the generic or your personal User Name and Password, click on the **Contracts** tab to access the Statewide Contracts.
How to use this contract

State Purchasing Division – Statewide Contracts

• Contact Smith Systems Driver Improvement Institute, Chris Pulliam, at 866-217-3385.
• Identify the SWC for State of Georgia.
• Reference if you have Training Site and/or Training Vehicles available as this will affect the costs you incur.
• Classes are taught with a 1:12 Classroom Instructor/Student ratio and a 1:6 Driving Evaluation Instructor/Student ratio.
• Have the names of the Participants ready.
• You will receive written confirmation, and cancellation instructions.
<table>
<thead>
<tr>
<th>Question</th>
<th>Answer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Do I have to only send trainers or can I send all staff through the training?</td>
<td>The curriculum is geared to learning how to train others, but is applicable to all drivers throughout the state. Smith Systems also has a DriverDirect Class available should you want to train all staff. For entities that elect to train all staff and require more than 200 training days annually, additional discounts may be available.</td>
</tr>
<tr>
<td>How will I notify Risk Management that I've sent personnel to be trained?</td>
<td>You can notify Risk Management directly; a report will be generated to them showing all personnel and entities that have completed training.</td>
</tr>
<tr>
<td>When can I contact Smith Systems and start using this contract?</td>
<td>The contract is in place and can be used immediately.</td>
</tr>
<tr>
<td>I’m with a City Government. How will I access the contract?</td>
<td>Contact Smith Systems, Identify the City within the State of Georgia and the contract number and set up training.</td>
</tr>
</tbody>
</table>
For more information

State Purchasing Division – Statewide Contracts

Submit Questions To:

Email Address: josh.borden@doas.ga.gov

Person to Contact: Josh Borden

Phone Number: 404-657-4322

Vendor Contact Information:

Email Address: cpulliam@smith-system.com

Person to Contact: Chris Pulliam

Phone Number: 866-217-3385 (Direct)

This Webinar

A copy of this webinar will be posted on the State Purchasing Division website.
Questions…