



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



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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



What is the Contract Number?	99999-SPD-SPD0000036-0001
Is it a Renewal?	No
Does it Replace an Existing Contract?	No
What is the Contract Term?	5 Years
What is the Expiration Date?	02-29-2012
Does it Allow the Use of the P-Card?	Yes
Who is the Person to Contact with Questions:	Josh Borden josh.borden@doas.ga.gov 404.657.4322

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.SM



Smith System History

Developed by
Harold Smith in 1948



First training method
dedicated to educating
experienced drivers in
collision avoidance



Established as a
company in 1952





154 employees
100 trainers
10,500 annual training sessions
30,000 drivers trained annually
56 years of experience
83 countries
21 languages

The Smith5Keys™

- 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

Increased Space + Improved Visibility = More Time



**Taught
Through**

DriverDirectSM

- On-Road and In the Classroom

DriverTrainerSM

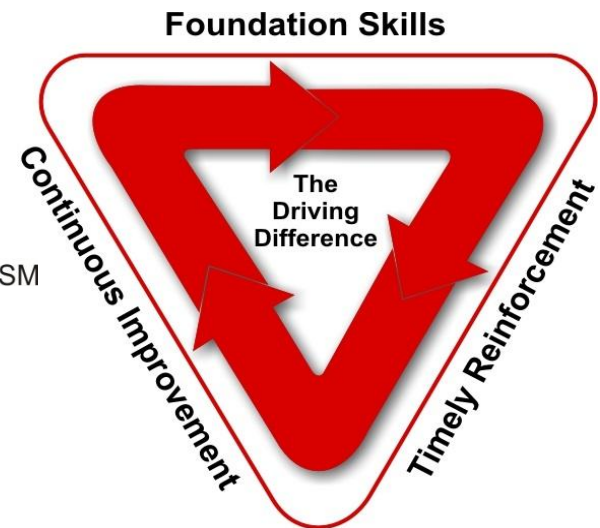
- Train-the-Trainer Sessions

DriverSeminarSM

- Larger Group Sessions

SmithMediaTM

- 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.



**Collision
Reduction**



**Fuel
Savings**



**Maintenance
Savings**



**Employee
Satisfaction**



**Training
Media**





Key Benefits

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- **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

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Fiscal Year	Services	Unit of Issue	Unit Price*
Option #1	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.		
	(5 Day DriverTrainer Class with 6 students max)	TOTAL per Participant (with 6 students attending)	EA
			1,457.06
		Total Per Class (5 Day DriverTrainer Class with 6 students)	EA
			8,742.40
Option #2	On the Road Evaluation (4 Day DriverTrainer Class with 4 students) - Based on 4 Days (32 Hours) including lunch and breaks. 12 hours in the classroom and 20 hours for On the Road Evaluation		
	(4 Day DriverTrainer Class with 4 students max)	TOTAL per Participant (with 4 students attending)	EA
			1,868.00
		Total Per Class (4 Day DriverTrainer Class with 4 students)	EA
			7,472.00

Key Discounts

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Item	Discount
Training Materials Discount During Length of Contract (in addition to quantity discount) (5 Day DriverTrainer Class with 6 students max)	10% 200 dollars Per Day (If you provide training location meeting room)
(5 Day DriverTrainer Class with 6 students max)	75 dollars Per Day (If you provide training vehicle)
(4 Day DriverTrainer Class with 4 students max)	200 dollars Per Day (If you provide training location meeting room)
(4 Day DriverTrainer Class with 4 students max)	75 dollars Per Day (If you provide training vehicle)
Smith System Videos (DVD's)	20 % When you Order between 4-7 DVD's
Smith System Videos (DVD's)	30 % When you Order between 8-12 DVD's

Examples

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Option #1	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.	
	Base Price is 8742.40	
Training Room	☆	- \$200.00 x 5 days = \$1000.00
Automobile	☆	- \$75.00 x 5 days = \$375.00
	New Price is 7367.40	(\$8742.40 – \$1375.00)
Intersections: Among the Most Dangerous Places on Earth DVD		147.00 each
	You want to buy 10	147.00 x 10 = \$1470.00
		- 40% Discount \$588.00
		New Price = \$882.00

Where to Find this Statewide Contract

State Purchasing Division – Statewide Contracts



Georgia
Department of
Administrative Services

Mobile Sitemap Careers Contact

Search GO Font Size: A⁻ A A⁺

Advanced Search

Department of Administrative Services
CUSTOMER FOCUSED, PERFORMANCE DRIVEN

DOAS Home About Us State and Local Suppliers Public and Non-Profit

STATE & LOCAL

Risk & Insurance State Purchasing

SUPPLIER SERVICES

Bids & Contracts Getting Started

PUBLIC & NON-PROFIT

Surplus Property Getting Started

Team Georgia Marketplace
Changing the way we do business!

Features

New Look, Even Better Service . . .

... It's a new virtual world for DOAS!

- Access resources for touring the site
- Take our Web site Survey
- Participate in the scavenger hunt!

1. Visit the DOAS website at www.doas.ga.gov.

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



Direct Links

- » Login to GPR for State & Local Entities
- » Bid Notices - GA Procurement Registry
- » Agency & University Procurement Officer List
- » eQuote
- » GA Vendor Manual
- » GA Procurement Manual
- » **Statewide Contracts**
- » State Use Procurement List
- » IKON Document Solutions

Click on Statewide Contracts

4. In the Direct Links section, click on Statewide Contracts.

SWC Index for Public



Team Georgia Marketplace

Statewide Contract Index

Georgia Department of Administrative Services

DOAS Home About Us State and Local Suppliers Public and Non-Profit

Home > State and Local > State Purchasing > Statewide Contract Index

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: tgmquest
Password: tgmquest

[Click Here](#)

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.

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.

SciQuest Applications
Version 10.1

Team Georgia Marketplace

Use tgmguest as the User Name and the Password

User Name

Password

[Forgot your Password?](#)

Note: User Name and Password are case-sensitive.
This application is accessible only to registered users.
[If this is your first visit, please register here.](#)

SWC Index for Window Shoppers



Team Georgia Marketplace

Statewide Contract Index


Georgia Department of Administrative Services

DOAS Home | About Us | State and Local | Suppliers | Public and Non-Profit

Home > State and Local > State Purchasing > **Statewide Contract Index**

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- ▶ **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.

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.

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**.

SciQuest Applications
Version 10.1

Team Georgia Marketplace



Use your Window Shopper User Name and Password

User Name

Password

[Forgot your Password?](#)

Note: User Name and Password are case-sensitive.
This application is accessible only to registered users.
[If this is your first visit, please register here.](#)

Team Georgia Marketplace Contracts



A screenshot of the Team Georgia Marketplace website. The page has a blue header with the "Team Georgia Marketplace Home/Shop" logo on the left and a shopping cart icon on the right showing "2010-06-21 tgmguest 01 | 0 item(s), 0.00 USD". Below the header is a navigation bar with tabs for "home/shop", "favorites", "carts", and "contracts". The "contracts" tab is highlighted with a red box. A red callout box with a yellow background and black border points to the "contracts" tab, containing the text "Click on the Contracts tab". The main content area has a light gray background. On the left, there is a white box with the text: "Team Georgia Marketplace", "Welcome to Contract Viewer", "The NEW home for the Statewide Contract Index", "Please click on the 'Contracts' tab to search or browses available contracts", and "Quick Reference Guides". At the bottom, there is a "My Resources" section with the email "ProcurementHelp@doas.ga.gov" and phone number "+1 (404) 657-6000".

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.**

Frequently Asked Questions

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Question	Answer
Do I have to only send trainers or can I send all staff through the training?	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.
How will I notify Risk Management that I've sent personnel to be trained?	You can notify Risk Management directly; a report will be generated to them showing all personnel and entities that have completed training.
When can I contact Smith Systems and start using this contract?	The contract is in place and can be used immediately.
I'm with a City Government. How will I access the contract?	Contact Smith Systems, Identify the City within the State of Georgia and the contract number and set up training.

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...





Georgia