POWERPHONE CONTRACT SUMMARY

Vendor Code: VC0000191966
Address: 1321 Boston Post Road, Madison, CT 06443
Mailing Address: P.O. Box 1911 Madison, CT 06443
Contract Manager: Eric Frey
Phone: 203-245-8911; 800-537-6937   Fax: 203-245-3022
E-Mail: efrey@powerphone.com

Contract Terms:

EMD Training & Certification	EMDPRS & QA of EMD Programs, Products, licenses
Start Date: July 8, 2011	Start Date: August 8, 2011
End Date: June 30, 2014	End Date: June 30, 2014

Prompt Payment Discount terms: 4% within 10 days
3% within 15 days
2% within days
1% within 30 days

PowerPhone has been awarded a contract under the above referenced RFR for the provision of EMDPRS, Quality Assurance Program, and EMD training, certification and recertification. Please view the attached cost tables for products, services and pricing. Quantity discounts are cumulative based upon the purchase of products and/or services throughout the Commonwealth. All rates are fixed for the initial term of the contract.

Course Information:

Emergency Medical Dispatch Certification: 24 Hours
Pre-Requisite(s) –None

Systems Requirements: Microsoft SQL Server software and Total Response CACH Server are required for EMD software installations.

Additional Information:
- Shipping and handling charges will be added to EMD printed protocol orders.
- EMD software installations that require a PowerPhone technician onsite will be charges a $750 per day professional services fee
- EMD software pricing does not include CAD interface fees.
- EMD printed protocol maintenance (updates) is included in QA certification.

For additional information relative to the contract please contact Karen Robitaille at 508-821-7221 or Karen.Robitaille@state.ma.us

ATTACHMENT D- PRICE TABLES

PRODUCT	QUANTITY	COST PER UNIT	ANNUAL MAINTENANCE COST*
PRINTED EMD PROTOCOL (MANUAL/CARDSET)	1	$249	0
	2-5	$249	0
	6-10	$225	0
	11-20	$210	0
	21-49	$200	0
	50-99	$185	0
	100+	$175	0

PRODUCT	QUANTITY	COST PER UNIT	ANNUAL MAINTENANCE COST*
EMD PROTOCOL SOFTWARE	1	$3500	$525 PER UNIT
	2-5	$3500	$525 PER UNIT
	6-10	$3500	$525 PER UNIT
	11-20	$3500	$525 PER UNIT
	21-49	$3250	$525 PER UNIT
	50-99	$3000	$525 PER UNIT

	100+	$3000	$525 PER UNIT

PRODUCT	QUANTITY	COST PER UNIT	ANNUAL MAINTENANCE COST*
PRINTED EMD QA PROTOCOL (MANUAL/CARDSET)	1	$0	$0
	2-5	$0	$0
	6-10	$0	$0
	11-20	$0	$0
	21-49	$0	$0
	50-99	$0	$0
	100+	$0	$0

PRODUCT	QUANTITY	COST PER UNIT	ANNUAL MAINTENANCE COST*
EMD QA PROTOCOL SOFTWARE	1	$3500	$525 PER UNIT
	2-5	$3500	$525 PER UNIT
	6-10	$3500	$525 PER UNIT
	11-20	$3250	$525 PER UNIT

	2 1-49	$3250	$525 PER UNIT
	50-99	$3000	$525 PER UNIT
	100+	$3000	$525 PER UNIT

*ATTACH SUMMARY OF APPLICABLE MAINTENANCE AGREEMENT

TRAINING	QUANTITY	COST PER STUDENT
EMD PROTOCOL SOFTWARE TRAINING	1	$1200
	2-5	$600
	6-10	$400
	11-20	$300
	21 +	$200
EMD QA PROTOCOL SOFTWARE TRAINING	1	$1200
	2-5	$600
	6-10	$400
	11-20	$300
	21 +	$200
TRAIN-THE TRAINER EMD PROTOCOL SOFTWARE	1-5	$5500
TRAIN-THE TRAINER EMD QA PROTOCOL SOFTWARE	1-5	$5500

TRAINING CLASSES
EMD CERTIFICATION/RECERTIFICATION

EMD CERTIFICATION (Classroom)	COST PER STUDENT
1-10 Students	$349[1]
11-20 Students	$309
21 – 30 Students *(Class size capped at 30)*	$289
EMD Contracted Training *(No minimum. 30 maximum students)*	$7,700[2]
EMD ON-LINE CERTIFICATION	**COST PER STUDENT**
1-10 Students	N/A. PowerPhone is currently testing blended learning initiatives and anticipates submitting blended e-learning EMD Certification for consideration at a future bid enrollment.
EMD RECERTIFICATION (Classroom)	**COST PER STUDENT**
1-10 Students	N/A. PowerPhone EMD Recertification is available only in an online format.
EMD ON-LINE RECERTIFICATION, REQUIRED EVERY 24 MONTHS	**COST PER STUDENT**
1-10 Students	$209
11-20 Students	$189
21+ Students	$169
TRAIN THE TRAINER EMD CERTIFICATION	**COST PER STUDENT**
1-10 Students	$6,500 per class

[1] – Assumes open enrollment, "hosting" model. PowerPhone reserves the right to reschedule or cancel any open enrollment class that does not meet the minimum class size of 20 paid students.

[2] – Contracted classes have no minimum enrollment and are committed to "go" upon booking.

QUALITY ASSURANCE OF EMD

EMD QA	COST PER STUDENT
1-10 Students	N/A. PowerPhone's QA Certification is extended at the agency level and customized to meet the defined standard of care established at the individual agency level. Agency QA Certification pricing is defined as follows: • 1-4 Positions: $3,500 • 5-9 Positions: $5,000 • 10-14 Positions: $7,500 • 15+ Positions: $10,000

EMD QA ON-LINE CERTIFICATION	COST PER STUDENT
1-10 Students	N/A. PowerPhone is currently testing blended learning initiatives and anticipates submitting blended e-learning QA Certification for consideration at a future bid enrollment.

EMD QA RECERTIFICATION REQUIRED EVERY 24 MONTHS	COST PER STUDENT
1-10 Students	N/A. PowerPhone's QA Recertification is extended at the agency level and customized to meet the defined standard of care established at the individual agency level. Agency QA Recertification pricing is defined as follows: • 1-4 Positions: $3,500 • 5-9 Positions: $5,000 • 10-14 Positions: $7,500 • 15+ Positions: $10,000

EMD QA ON-LINE RECERTIFICATION	COST PER STUDENT
1-10 Students	N/A. PowerPhone is currently testing blended learning initiatives and anticipates submitting blended e-learning QA Recertification for

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	consideration at a future bid enrollment.
TRAIN THE TRAINER EMD QA CERTIFICATION	**COST PER STUDENT**
1-10 Students	N/A. Due to the level of specific subject matter expertise required to administer QA Certification, Train-the-Trainer is not available.

Please complete the below table for all other EMD or QA of EMD proposed courses.
Complete one sheet per course.

COURSE NAME & DESCRIPTION:	
EMD BRIDGE TRAINING	
PowerPhone's EMD Bridge Class shall provide dispatchers holding a current EMD certification issued by a state recognized provider, with theoretical and practical instruction on PowerPhone's Total Response protocol system as it pertains to handling medical emergencies. At the end of the class, students shall be able to apply their prior knowledge and experience of EMD with the use of Total Response to effectively handle and dispatch calls for medical emergencies.	
CLASSROOM	**COST PER STUDENT**
1 – 10 STUDENTS	$109
11 – 20 STUDENTS	$109
21 + STUDENTS	$99
ON-LINE	
1 – 10 STUDENTS	$99
11 – 20 STUDENTS	$99
21 + STUDENTS	$89
RECERTIFICATION , CLASSROOM	
1 – 10 STUDENTS	N/A. POWERPHONE EMD RECERTIFICATION IS AVAILABLE ONLY IN AN ONLINE FORMAT.