




Kenai Peninsula Borough
IT Department


MEMORANDUM

TO: Charlie Pierce, Mayor

THRU: John Hedges, Purchasing & Contracting Director 

THRU: Brandi Harbaugh, Finance Director 

THRU: Scott Griebel, Maintenance Director 

FROM: Ben Hanson, IT Director 

DATE: Tuesday, February 18, 2020

RE: Sole Source Waiver – Lenel Security System Training

The Kenai Peninsula Borough is seeking a training engagement with our current physical access control (Key Cards) provider that will allow configuration and installation of key card system components. KPBMaintenance researched training opportunities with Lenel, the product manufacturer, and identified that flying in a trainer would be significantly more cost effective than sending multiple KPBM & KPBSD employees to Rochester, NY for training.

(KPBMaintenance, KPBMIT and KPBSDIT need training for four employees in total. 2 MNT, 1 KPBMIT, 1 KPBSDIT)

ATS Alaska is the only authorized reseller for Lenel services and product in Alaska. We have a long-standing vendor relationship with ATS for fire and alarm panels, and they are offering aggressive pricing for this service. The pricing outlined below is approximately \$2000 cheaper than GSA contract pricing. (ATS does NOT have a GSA schedule that they can sell under).


After bringing the cost per student down, KPBM and KPBSD intend to increase the number of students attending training from 4 to 9 (3 KPBM MNT, 3 KPBSD, 2 KPBMIT).

Details:

The cost per student to take 3 classes in Rochester was \$4680 + travel and lodging, which was estimated at \$1700 per student (\$6380 total for 3 days of training). Estimated total cost for 4 Students: \$25,520

The cost per student for KPB local training (flying in a trainer), is \$2040 per student, with a \$8250 base minimum charge. Thus, flying a trainer in had a max per student cost of \$4102. After adding 5 more students, per student cost dropped to \$2790. Estimated total cost for 9 students: \$25,110.

KPBSD will be sending (and paying for) 3 of the 9 students, such that the total cost to KPB is \$16740.

Approved: 
Charlie Pierce, Mayor

2/25/2020
Date

FINANCE DEPARTMENT FUNDS VERIFIED	
Acct. No. <u>100.11231.43011.241.41010.43011.</u> <u>241.00000.00000.22210</u>	
Amount <u>\$5580 \$11160 \$8370</u>	
By: <u>pp</u>	Date: <u>2/25/20</u>