TARGETSOLUTIONS
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- MES Fire
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SOLE SOURCE JUSTIFICATION FOR TARGETSOLUTIONS' SERVICES

TargetSolutions (formerly TargetSafety) provides a comprehensive suite of proprietary web-based solutions for Fire and EMS departments. The company's online training management system features exclusive fire department software applications and best-in-class training courses. This unique, one-of-a-kind system delivers these tools through one, integrated web-based platform.

Outlined in this document is an overview of TargetSolutions' key differentiators:

EXCEPTIONAL BACKING FROM THE INDUSTRY:
TargetSolutions is backed by leading Fire Service and EMS organizations, including:

■ **National Fire Protection Association (NFPA):** In 2002, the NFPA invested in TargetSafety to enable the company to deliver online training courses to serve NFPA's fire service members. NFPA was instrumental in financing the development of TargetSolutions' content and advanced applications for the fire service.

■ **International Association of Fire Chiefs (IAFC):** TargetSolutions has underwritten a $1.5 million grant to the fire service with the IAFC to give back to the fire community. In the past, TargetSolutions offered free training for events such as the National Firefighter Safety Stand Down, of which 14,000 courses were completed.

■ **Volunteer & Combination Officers Section of the IAFC (VCOS):** In 2011, TargetSolutions sponsored the VCOS Training Officer of the year award.

■ **The Continuing Education Coordinating Board for Emergency Medical Services (CECBEMS):** TargetSolutions is organizationally accredited by CECBEMS, a leading accrediting body for EMS continuing education. This accreditation goes beyond individual course approvals, CECBEMS has in fact conducted a comprehensive evaluation of TargetSolutions' content-creation process, as well as other factors, to grant this elite status.

INNOVATIVE WEB-BASED COMPLIANCE MANAGEMENT APPLICATIONS:
These applications and reports help departments reduce expenses, maintain compliance, streamline training operations, and increase productivity while helping keep firefighters and EMTs safe.

■ **Activities Builder:** Enables departments to track daily training, employee review of protocols, as well as monitor virtually every action (or inaction) within the department.

■ **Community Resources:** Makes it easy for departments to share resources—such as training presentations, educational videos, SOPs, inspection forms, and more—with other Target-Solutions clients and community members; documents can be downloaded, modified, and assigned to employees in just a few clicks of the mouse.

■ **Event Manager:** Makes it possible to create, schedule, track, and access reports on events such as instructor-led classroom training, online meetings and webinars, new hire orientations, and recurring department meetings; this application provides easy access to user registration and attendance records, delivers confirmation and reminder emails to employees, and simplifies enrollment and access to event details.

■ **File Center:** Provides a password-protected and centralized location for departments to upload and access organizational files and resources.

■ **ISO Training Tracker:** Standardizes the department's collection of data and automates the reporting of all ISO training.

■ **Manage Credentials:** Automates the tracking of EMT certifications, firefighter job qualifications, drivers' licenses, auto insurance, and virtually any type of data with an expiration date and identification number.

■ **Platform Solutions:** Delivers departments with pre-built, but totally customizable electronic forms (delivered through Activities Builder), for tracking critical fire department compliance and operational issues, including: Aircraft Rescue & Fire Fighting, Career Management, Controlled Substances, Daily Activities, Inspection Checks, Instructor-Led Training, ISO Compliance, JAC Reimbursements, NIMS-ICS, Policies & SOGs Compliance, Post-Incident Analysis, Pre-Planning Reports, Probationary Evaluations, Sexual Harassment Training, Skill Sheets & Task Books, Urban Search & Rescue, Wildland Training.

■ **Test Builder:** Enables departments to evaluate employee proficiency by creating, assigning and managing the delivery of secure, web-based exams.

■ **Reporting Capabilities:** TargetSolutions' powerful Generate Reports application enables departments to create, schedule, share, notify, email, and download comprehensive reports on training and compliance tasks.

BEST-IN-CLASS ONLINE TRAINING LIBRARY:

TargetSolutions offers more than 250 hours of online EMS continuing education and Firefighter training, including valuable NFPA 1001, NFPA 1021 and NFPA 1500 Series, as well HAZMAT training, terrorism training, ARFF training, and wildland firefighting training. TargetSolutions also features courses that meet OSHA's standards, HR, Emergency Vehicle Operations, Law Enforcement and much more.

■ **Fire:** TargetSolutions features more than 60 hours of NFPA training, including NFPA 1001 Series (Firefighter I & II), NFPA 1021 Series (Company Officer) and NFPA 1500 Series. The catalog offers General Firefighter Training (Wildland Firefighting, ARFF, etc.) & Brunacini Functional Boss Behaviors.

■ **AlphaACT® FIRE:** TargetSolutions has partnered with Alpha-TRAC Products to offer AlphaACT® FIRE's dynamic scenario-based training courses and course builder application. This web-based simulation training helps fireground incident commanders improve their decision-making skills for the high stress, chaotic environment of a fire response.

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■ **EMS Continuing Education:**
TargetSolutions, which is organizationally accredited by CECBEMS, offers more than 160 hours of EMS recertification. The catalog also features more than 80 hours of EMS training approved by the University of Maryland, Baltimore County (UMBC) that meet the stringent requirements for the Critical Care Emergency Medical Transport Program (CCEMT-P) and covers the following categories: Preparatory; Airway; Patient Assessment; Medical; Trauma; Special Considerations; Operations.

■ **OSHA & Compliance:** TargetSolutions' online training catalog features 50 OSHA safety courses that can be used to comply with state and federal training mandates.

■ **Human Resources:** TargetSolutions' Human Resources courses are designed to supplement the course catalog by providing training that is relevant and essential to all employees of all industries. No matter what profession an employee holds, HR training is critical for reducing liability and improving productivity.

■ **Emergency Vehicle Operator:** TargetSolutions' Emergency Vehicle Operator courses offer departments a convenient, easy-to-use, and time-saving solution to reduce motor vehicle losses, one of the costliest but least addressed losses in the workplace.

■ **Law Enforcement:** TargetSolutions offers more than 240 courses created by subject experts. Courses feature interactions and scenario-based lessons, covering Active Shooter, Dispatch, Homeland Security, Patrol, Officer Survival, etc.

■ **ACLS, BLS & PALS Training:** Through TargetSolutions, fire and EMS personnel can take HealthStream's Basic Life Support (BLS), Advanced Cardiac Life Support (ACLS), and Pediatric Advanced Life Support (PALS). These courses are integrated into the platform, making it possible to easily assign, track, and report course completions.

■ **MSA Safety:** TargetSolutions has partnered with MSA Safety to deliver video training courses for operating MSA equipment.

INDUSTRY-LEADING TECHNOLOGY CAPABILITIES:

■ TargetSolutions' powerful enterprise solution enables agencies to easily and effectively share important tools and resources with who they want, when they want. The end result is a better trained, more cohesive and more unified community of emergency responders.

■ TargetSolutions is proud of the fact its servers consistently exceed 99.9 percent uptime. TargetSolutions uses top-of-the-line equipment to ensure our database is sound and customers are satisfied. TargetSolutions' backup datacenter has been strategically positioned to secure its production infrastructures.

■ TargetSolutions provides API solutions that enable departments to integrate with third-party software. These tools allow departments to update personnel data from other software in TargetSolutions, as well export completions reports from TargetSolutions into other RMS systems.

■ TargetSolutions will retain an organization's training and compliance records for six years after the conclusion of the organization's contract. Clients are able to pull and save data for as long as needed.

ADDITIONAL DIFFERENTIATORS:

■ Lets departments conduct live, online meetings (such as interactive training events) with remote participants from within the TargetSolutions platform.

■ TargetSolutions has created EMS & Law Enforcement Advisory Boards, with the mission to strategically develop ways to improve TargetSolutions' EMS & Law Enforcement course content and software applications.

SUMMARY:

By taking advantage of these TargetSolutions applications and services, your department can:

■ Dramatically reduce the expenses associated with overtime, administrative tasks and fuel

■ Meet mandatory state, local and federal requirements with online EMS and NFPA training

■ Document and maintain records on all required training and compliance tasks

Should you have any additional questions about TargetSolutions, or the information presented above, please contact us at (800) 840-8048. Thank you for your consideration!