



**Panel Amendment #1 Proposal for:
Integrated Media Technologies, Inc.
Agreement Number: ET16-0133**

Amendment Effective Date: June 14, 2016

Approval Date: September 12, 2016

ETP Regional Office: North Hollywood

Analyst: M. Webb

CURRENT PROJECT PROFILE

| | | | |
|------------------------|---|---------------------------|--|
| Contract Type: | Retrainee Priority/SB<100 | Industry Sector(s): | Technology/IT Services |
| Counties Served: | Los Angeles | Repeat Contractor: | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No |
| Union(s): | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | Priority Industry: | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No |
| Current Contract Term: | August 24, 2015 to August 23, 2017 | Substantial Contribution: | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |

CURRENT FUNDING

| |
|-----------------|
| Current Funding |
| \$49,504 |

AMENDMENT FUNDING

| | |
|-------------------|---------------|
| Requested Funding | Total Funding |
| +\$49,504 | \$99,008 |

AMENDMENT TRAINING PLAN TABLE

| Job No. | Job Description (By Contract Type) | Type of Training | Estimated No. of Trainees | Range of Hours | | Average Cost per Trainee | Post-Retention Wage |
|---------|---------------------------------------|---|---------------------------|--------------------------|-----|--------------------------|---------------------|
| | | | | Class / Lab | CBT | | |
| 1 | Priority/SB<100 | Business Skills, Computer Skills, Cont. Impr. | 34 | 8-200 | 0 | \$2,912 | \$16.00 |
| | | | | Weighted Avg: 112 | | | |

Minimum Wage by County: \$15.97 per hour in Los Angeles County.

Health Benefits: Yes No This is employer share of cost for healthcare premiums – medical, dental, vision.

Used to meet the Post-Retention Wage?: Yes No

Although employer provides health benefits, they are not being used to meet Post-Retention Wage.

| Wage Range by Occupation | |
|--------------------------|------------|
| Occupation Title | Wage Range |
| Administrative Staff | |
| Project/Systems Engineer | |
| Sales Staff | |
| Supervisor/Manager | |
| Owner | |

INTRODUCTION

Integrated Media Technology, Inc. (IMT) (www.imtglobalinc.com) is an IT systems integrator, providing architecture, design, strategic business consulting, technical support, implementation, networking and cloud services. The Company provides in-depth technology support to customers looking to leverage technology through changes to network environments or new technology purchases. Headquartered in North Hollywood with two satellite locations in Los Gatos and Irving, TX, IMT serves the media & entertainment, IT, education, telecommunication, commercial real estate and healthcare industries.

AMENDMENT DETAILS

In mid-2015, IMT began planning and re-structuring the business to focus on the IT enterprise market segments; specifically Server Security, Cloud use and security, and collaboration of all software and hardware to be integrated into a cohesive system. As of 2016, the Company has also acquired eighteen companies, which include Intel Security, Tanium, Netskope and Cisco Collaboration. IMT will expand its services by shifting from a box sale and implementation/service support model to a consulting approach by providing customized services to meet customer needs. To support this transition to a new sales approach and model, IMT will increase training for Technical Sales Staff and Project/Systems Engineers to help them better understand client needs, and develop technology-based solutions.

These changes also require Support and Administrative Staff to learn new customer service techniques under a consultative model. Courses to be delivered are currently in the Curriculum and include business Development, Negotiation, Project Management, Cloud Management/Computing, Business Intelligence Tools, Integration Tools, Quality Improvement, and Marketing.

With eight months left to train, IMT would like to increase training hours and funding for the continued training of workers. The Contractor requests a retroactive effective date of June 14, 2016 for this Amendment. IMT has continued training workers beyond the original funding amount of \$49,504. Trainees are still receiving training in order to ensure staff is equipped with the knowledge and skills to provide services to clients on a continuing basis.

In Summary:

- The Agreement amount will increase by \$49,504, from \$49,504 to \$99,008.
- The In-Kind Contribution (\$78,371) and the number of trainees (34) will remain the same.
- The weighted average hours will increase from 56 to 112.
- The average cost per trainee will increase from \$1,456 to \$2,912.

RECOMMENDATION

Staff recommends approval of this Amendment.

CURRENT CONTRACT PERFORMANCE

The following table summarizes performance by IMT under the current ETP Agreement:

| Agreement No. | Approved Amount | Term | No. Trainees Enrolled | No. Completed Training | No. Retained |
|---------------|-----------------|-------------------|-----------------------|------------------------|--------------|
| ET16-0133 | \$49,504 | 08/24/15-08/23/17 | 41 | TBD | TBD |

To date, ETP Online Systems have tracked 1,986 eligible training hours, which equates to more than 100% of the current Agreement amount.