



**Training Proposal for:  
Platinum Engineering Solutions Inc.**

**Small Business  $\leq$  \$50,000**

**ET15-0132**

**Panel Meeting of:** June 27, 2014

**ETP Regional Office:** Sacramento

**Analyst:** W. Atkinson

**CONTRACTOR**

- Type of Industry: Engineering
  - Number of Full-Time Employees
    - California: 9
    - Worldwide: 9
    - Number to be trained: 8
  - Out-of-State Competition: NAICS Code Eligible
  - Special Employment Training (SET):  Yes  No
  - High Unemployment Area (HUA):  Yes  No
  - Turnover Rate: 10%
  - Repeat Contractor:  Yes  No
- Priority Industry:  Yes  No
- Owner  Yes  No

**FUNDING**

- Requested Amount: \$8,320
- In-Kind Contribution: \$4,200

**TRAINING PLAN TABLE**

Job No.	Job Description	Type of Training	Estimated No. of Trainees	Range of Hours		Average Cost per Trainee	Post-Retention Wage
				Class / Lab	CBT		
1	Retrainee Priority Rate SB <100	Business Skills, Commercial Skills, Computer Skills, Continuous Improvement	8	8-60	0	\$1,040	\$14.90
				Weighted Avg: 40			

- Reimbursement Rate: \$26 SB Priority
- County(ies): Madera
- Occupations to be Trained: Executive Assistant, Lead Designer, Designer, Engineer, Marketing, Draftsman
- Union Representation:  Yes  
 No
- Health Benefits: \$2.50 per hour

**SUBCONTRACTORS**

- Development Services: N/A
- Administrative Services: N/A
- Training Vendors: To Be Determined

**OVERVIEW**

Founded in 2001, Platinum Engineering Solution Inc. (Platinum Engineering) is located in Madera and has a satellite office in Bakersfield. The company is a structural engineering firm that designs and analyzes different types of structures (e.g. multiple story building, tract homes, industrial and commercial buildings, and communication towers) using different types of materials including steel, wood, and concrete. It provides services to a wide range of clients from home owners and developers to corporations such as McDonald's, Starbucks and Verizon.

Platinum Engineering faces competition from other engineering firms that are based locally, and also out-of-state. It must remain competitive by being up-to-date on the latest technologies and being viewed as experts in the industry.

This is the fourth ETP-funded Agreement for Platinum Engineering. Although the curriculum is similar to the previous contracts, trainees will not receive the same training provided in the previous ETP-funded projects. Training in this proposal will consist of more advanced training topics such as Finite Analysis Software, Nonlinear Analysis Software, and Autodesk AutoCAD.

Platinum Engineering recently hired a Draftsman who will receive basic training on the curriculum topics while the other trainees will receive the advanced topics. Training will also

include new and updated California and International building codes, and changes to American Institute of Steel Construction, American Concrete Institute, Non-Directional Beacon, and American Society of Civil Engineers codes.

## Training Plan

**Business Skills** – All occupations will receive training in topics relating to their specific job duties. Topics include leadership, marketing/sales techniques, negotiations, project management, and strategic planning. This training will assist the Company in expanding existing relationships to create new business as well as providing effective communication and efficient responses to customer needs.

**Commercial Skills** - Lead Designer, Designer, Draftsman and Engineers will receive training in topics which include LEED design, US green building best practices, technical writing, and energy and environmental design for green building. Commercial skills will enable more efficient production and cost savings, giving the Company a competitive tool against larger competitors.

**Computer Skills** - All occupations will receive training in topics relating to their specific job duties. These topics include Microsoft Office, Finite Analysis software, RISA-3D, RISA-Tower, and Nonlinear Analysis software. Training will enable the Company to meet customer demand for an accurate, rapid response and to increase delivery integrity.

**Continuous Improvement** - Lead Designer, Designer, Draftsman and Engineers will receive training in Root Cause Analysis, Process Improvement, and Systems Failure Analysis. Training will enable the Company to eliminate waste in processes while improving operating costs, reliability, quality, and customer satisfaction.

## High Unemployment Area

All trainees work in a high unemployment area, with unemployment exceeding the state average by at least 15%. However, Platinum Engineering is not asking for a wage modification.

## RECOMMENDATION

Staff recommends approval of this proposal.

## PRIOR PROJECTS

The following table summarizes performance by Platinum Engineering under ETP Agreements that were completed within the last five years:

Agreement No.	Location (City)	Term	Approved Amount	Payment Earned \$ %
ET14-0116	Madera	7/31/13- 7/30/14	\$8,320	\$8,320 (100%)
*ET12-0415	Madera	6/12/12- 6/11/13	\$8,320	\$5,109 (61%)
ET11-0159	Madera	1/6/11-1/5/12	\$8,320	\$7,735 (93%)

\*Under the ET12-0415 Agreement, Platinum Engineering earned 61% of the of the total Agreement amount. The Contractor delivered the training to all trainees under the proposal. However, the Contractor miscalculated the wages of one trainee which caused the performance to fall under 70%. The Contractor rectified the wages and the trainee received training under the next Agreement with earned funds. Under this proposal all trainees will make the post retention wage.

**Exhibit B: Menu Curriculum****Class/Lab Hours**

8 - 60

Trainees may receive any of the following:

**COMPUTER SKILLS**

- Computer-Aided Drafting (CAD)
  - CAD Standards
  - CAD Software
- Advanced Microsoft Office
- Autodesk AutoCAD - Advanced
- Finite Analysis Software - Advanced
- Quickbooks
- RISA – 3D-Advanced
- RISA – Tower
- Foundation Aid Programs
- Nonlinear Analysis Software
- 3D Modeling/Autodesk/Sketch-Up

**BUSINESS SKILLS**

- Leadership Skills
- Marketing/Sales Techniques
- Negotiation Skills

**COMMERCIAL SKILLS**

- Strategic Planning
- Project Management
- Team Building
- Interpreting Data and Report Generation
- LEED Design Skills
- US Green Building Best Practices
- Technical Writing
- Energy & Environmental Design for Green Building
- Engineering Theory/Planning/Design

**CONTINUOUS IMPROVEMENT**

- Time Management
- Problem Solving
- Decision Making
- Root Cause Analysis
- Systems Failure Analysis
- Process Improvement

Note: Reimbursement for retraining is capped at 60 total hours per-trainee, regardless of method of delivery.
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