



Request for City Council Committee Action from the Department of

Date: November 10, 2014

To: John Quincy (Chair), and the Ways & Means Committee
Referral to: N/A

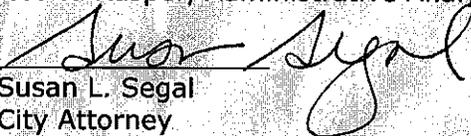
Subject: 1st Amendment to Professional Services Agreement with CM Partners

Recommendation: That the City Council authorize the proper City officials to amend the Professional Services Agreement (C-37636) between the City of Minneapolis and CM Partners to increase the amount by \$70,000 for a total not-to-exceed amount of \$120,000, and to extend the contract to December 31, 2015.

Previous Directives:

Department Information

Prepared by: Jessica Kasper, Administrative Analyst II Phone: (612) 673-2035

Approved by: 
Susan L. Segal
City Attorney

Presenters in Committee: Susan L. Segal, City Attorney

Reviews

- Permanent Review Committee (PRC): Approval: Pending PRC approval, will meet 11/13
- Civil Rights Approval Approval:

Supporting Information

CM Partners is an internationally recognized expert in negotiation and negotiation skills training. The firm was selected through an RFP process to provide intensive negotiation skills training for key city staff. The City Attorney's Office (CAO) entered into an agreement in 2013 with CM Partners with a contract maximum of \$50,000. CM Partners has conducted two 3-day fundamental negotiation skills trainings and one 3-day advanced negotiation skills training. Due to the high demand for the program, CM Partners will be conducting a third fundamentals training this December. There is demand for additional training in 2015. Through the end of this year, CM Partners will have provided intensive training for over 70 staff.

Due to the popularity of the training, and its benefits to the City, the CAO requests authorization to amend this agreement by increasing the not-to-exceed amount of the contract by \$70,000 for a total amount of \$120,000 and to extend the contract term for an additional year through December 31, 2015.