

Business Services Bidders' Conference Questions

April 13, 2017

1. Job Openings per month. Is it unique openings or number of open positions?
Unique openings.
 - a. Example: 5 pizza makers vs. different shifts
2. Program Progression: Does the same person have to do all the jobs? No
Can you use other staff, as a value add, to some parts? Yes
3. Leverage Funds – Stand In Costs. Identify in budget in Proposal? Page 23 of RFP.
 - a. Don't go tremendously into detail – estimate.
4. Consortium Model (more than one identity): How to create a consortium model without colluding?
 - a. Cannot collude with Dan Porter, Executive Director at CSS.
 - b. Cannot ask someone to not work in a certain area.
 - c. Collaboration OK – not considered collusion.
5. How does Carol Haradon fit in?
 - a. This position does not replace current DOL Business Service staff, this position is in addition to.
6. Goal by area – Are they by catchment area?
 - a. 100 jobs – Yes, per catchment area.
7. Given past experience, if employers raise the question that you don't have a workforce in the talent bank, how do we assure you can give what is needed?
 - a. As a safety valve for the new program - performance is not measured in job closings.
 - b. Build collaboration with business and offer additional services.
 - c. "If you build it, they will come."
8. Could you hire someone that was paid out of two different contracts?
 - a. Yes, Time Distribution Report (TDR) allocation will identify the costs for reimbursement under WIOA.
9. Hiring new employees: Should we build into the proposal how we will cover pre-costs so there is someone in place July 1?
 - a. Yes
10. Equipment: Are you willing to provide equipment (laptops etc....) if need identified?
 - a. Yes

Questions since the Bidder Conference

Q: What is the connection between the (RFP#1) System Operator, One Stop Career Center Operator And RFP # 3 Business Services.

A: The two teams will work hand in hand to coordinate services to our two primary customers; Operator – Job Seekers and Business Services – Employers.

Q: In RFP #1 when you say a minimum of 2, is 2 of your choosing or is there 2 specific ones, I thought I read something that there were 2 specific ones.

A: Yes, the RFP requires staffing be provided at a minimum in two locations – the Bath and Montour Falls Career Centers. If the applicant has enough or additional resources to leverage allowing for more sites, then please do so in your system design.

April 25, 2017 Update

Q: If awarded the Business Services RFP for 2 or 3 of the catchment areas will the funding only be allowed to be spent on the specific catchment area or can the money be blended with the other areas for better service delivery?

A: Yes, the funding can be used to cover other catchment areas if the need should arise.

Q: In the Business Services RFP on Page 6 it states that the budget is to cover supplies. At the bidders conference I believe it was stated that CSSWFNY would provide all supplies. Will you please clarify this for all of the current CSS RFPs?

A:

- Operator RFP contract, supplies will be ordered through the existing Career Center supply channels/protocols, and should not be included in the budget.
- Youth RFP contract, will vary based upon program design, but it is envisioned that supplies will be ordered through the existing Career Center supply channels/protocols and should not be included in the budget.
- Business Services RFP contract, allows for supplies to be procured through the existing Career Center supply channels/protocol, but would also allow for direct purchases by the contractor as part of the budget. If the contractor chooses to purchase directly, then they will be responsible to ensure all WIOA, NYSDOL, and CSS WDB regulations, policies, and OMB parameters are met. Failure to meet any of these may result in disallowed costs. If the contractor chooses to purchase directly, then it must be included in the budget, otherwise, if secured through existing channels, it should not be included in the budget.