

***President's Briefing - American Recovery and Reinvestment Act
Procurement, Contracts and Leases***

Transition Services. Staff conducted procurement for Workforce Transition services receiving three responses: 1) The Innis Co., 2) SER-Jobs for Progress National Inc., and 3) Willis HR Group.

The Innis Company was the only offering that received points in excess of the 70-point threshold. The proposal met the criteria for program design, however, evaluators could not recommend the cost of the services proposed (see table below).

Proposing Entity	Cost	Score
The Innis Company, Dallas	\$3,085,921	71.6
SER-Jobs for Progress National, Inc., Irving	\$760,124	67.6
Willis Human Resource Development Group, Lancaster	\$723,600	46.2

After competitive procurement, we are unable to recommend any of the proposals as presented. Procurement rules allow us to negotiate with existing contractors, training providers, or other viable entities to establish the services needed.

Recommendation: Staff recommends exploring alternative options for providing services to dislocated workers that may include:

- Limited negotiation with The Innis Company to explore individual referral options or train-the-trainer services,
- Negotiate with public and private training providers to obtain new class offerings, training classes specific to customers from the workforce system,
- Arrange industry-specific customized training,
- Negotiate with ALL existing contractors to meet the needs specified in the previous procurement, obtain career workshops not previously approved, design and implement short-term skills training to meet customer needs or existing gaps, and other innovative approaches to occupational skills training, and other support services necessary for re-employment of claimants.