

**San Bernardino County
Workforce Investment Board
Business Resource Committee
Agenda Item**

MEETING DATE: April 15, 2015

ITEM: (3b)

SUBJECT: Amendment to Business Process Improvement Services Contracts

PRESENTED BY: Sandra Harmsen, Director
Department of Workforce Development (WDD)

CONSENT ___ **DISCUSSION** X **INFORMATION** ___

RECOMMENDATION: Approve Amendment No. 2 to three County contracts for the purpose of providing business process improvement services to eligible County businesses under the Workforce Investment Act and the Workforce Investment and Opportunity Act by extending the term for an additional year, for a total contract period of September 10, 2013, through June 30, 2016, and awarding additional funds as follows:

1. Deisell Consultants, LLC: an increase of \$100,000 from \$170,000 to an amount not to exceed \$270,000 (Agreement No. 13-744).
2. California Manufacturing Technology Consulting: an increase of \$70,000 from \$130,000 to an amount not to exceed \$200,000 (Agreement No. 13-745).
3. Voice Marketing/Voice of the Inland Empire: an increase of \$30,000 from \$50,000 to an amount not to exceed \$80,000 (Agreement No. 13-746).

BACKGROUND: On October 4, 2012, a Request for Qualifications (RFQ) was issued soliciting qualified vendors to provide WIA Title I Rapid Response business process improvement services to businesses in San Bernardino County from 2013 through 2015. On January 23, 2013, the Workforce Investment Board approved the Ad Hoc Committee's recommendations to fund five (5) business consultants to provide business process improvement services for 2013.

Purchase Orders were approved by the Purchasing Department on March 18, 2013, for California Manufacturing Technology Consultants (CMTC) in the amount of \$90,000, CGR Consultants in the amount of \$30,000, LLC, Deisell Consultants in the amount of \$90,000, LLC, Voice Marketing/Voice of the Inland Empire in the amount of \$30,000, and Spruce Consultants, LLC in the amount of \$30,000, totaling \$270,000.

On June 26, 2013, the WIB Executive Committee met and approved continuing to fund business process improvement services in the amount of \$150,000 for WIA Title I Rapid Response funding allocation of 2013-2014. Three (3) of the five (5) original vendors, Deisell, CMTC and Voice Marketing, were selected for additional funding because they were meeting and exceeding performance. On July 10, 2013, the WIB approved the Executive Committee's recommendation.

On February 19, 2014, the WIB Business Resource Committee met and approved additional funding for Deisell, CMTC and Voice Marketing, in the amount of \$200,000, for business process improvement services. On March 12, 2014, the WIB approved the Business Resource Committee's recommendations, utilizing Fiscal Year 2014-15 funding.

To date, these layoff aversion/business process improvement strategies have assisted a total of 47 businesses. Within these businesses, over 499 jobs, which were in danger of being lost, were saved. WDD would like to extend the contracts until June 30, 2016, at a maximum dollar amount of \$200,000 for the fiscal year.

WIB Committee Action:

Motion:

Second:

Affirmative:

Negative:

Abstention:

DATE: