

**SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

433



FROM: Economic Development Agency

SUBMITTAL DATE:
June 25, 2009

SUBJECT: Workforce Investment Act (WIA) Title IB Program Year (PY) 2009-2012 Web-Based Business Management System

RECOMMENDED MOTION: That the Board of Supervisors: 1) Approve the Riverside County Economic Development Agency (EDA) Workforce Division's funding request for a \$60,000 one-time license fee and total annual costs of \$9,000 for Program Year (PY) two and three, to purchase a Web-Based Business Management System designed by Executive Pulse, Inc. , a private for-profit company based in Erie, PA. and 2) Authorize the Director of Workforce Development to negotiate and execute agreements for the initial and subsequent program years. All contracts will be approved by County Counsel prior to execution.

BACKGROUND: The Business Solutions Team of the Economic Development Agency's (EDA) Workforce Division provides services and resources to businesses that are designed to help them stay, grow and thrive in Riverside County. To ensure quality services are delivered to businesses, EDA sought opportunities to update its manually operated method of business management through the procurement of a 21st century internet-based system.

Continued

Robert Field
Assistant County Executive Officer/EDA

FINANCIAL DATA	Current F.Y. Total Cost:	\$ 60,000	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	2009/2010

COMPANION ITEM ON BOARD OF DIRECTORS AGENDA: N/A

SOURCE OF FUNDS: WIA Title IB	Positions To Be Deleted Per A-30	<input type="checkbox"/>
	Requires 4/5 Vote	<input type="checkbox"/>

C.E.O. RECOMMENDATION: APPROVE

BY:
Jennifer L. Sargent

County Executive Office Signature

FORM APPROVED BY COUNTY COUNSEL
BY: NEAL R. KIPNIS
DATE

Departmental Concurrence

- Dep't Recomm.: Consent Policy
- Per Exec. Ofc.: Consent Policy

Prev. Agn. Ref.: N/A **District:** All **Agenda Number:**

3.38

June 22, 2009

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BACKGROUND: (Continued)

The Workforce Division of EDA released a Request for Proposal on April 13, 2009. The proposals received were reviewed by an evaluation panel and a recommendation to fund the RFP from Executive Pulse, Inc. was submitted to the Riverside County Workforce Investment Board (WIB) who subsequently recommended funding Executive Pulse, Inc. at their June 17, 2009 meeting.

Executive Pulse, Inc. will customize the business management tool to meet EDA Workforce Division's needs to foster communication and cooperation among the myriad economic, community and workforce development organizations at all levels. The Principals of Executive Pulse, Inc. have a combined 25+ years experience operating and managing successful business retention and expansion programs, with over 5,000 active users of its program throughout North America, including a number of California-based clients in Sacramento, San Jose, San Joaquin Valley, Santa Clarita, Colton, Corona, San Bernardino and Santa Ana. Executive Pulse submitted five (5) such client references to which the company has provided a similar web-based system. Some of which are other local workforce investment areas. Each client, having been contacted by the EDA Workforce Division, expressed overwhelming satisfaction with the Executive Pulse system.

Costs for Program Year (PY) one (7/1/2009 - 6/30/2010) consist of a one-time licensing fee of \$60,000 which provides for unlimited use and users, and includes normal and customary modifications. After the initial year, annual recurring costs for PY two and three total \$9,000 (\$4,500 for PY 2010-2011 and \$4,500 for PY 2011-2012) and include document management services, ongoing system customization, normal/customary system and version upgrades, unlimited remote training via GoToMeeting® technology, technical support, web hosting and trouble shooting. Should EDA elect to extend the three year project term beyond 2012, year four costs have been negotiated at \$5,500, year five costs at \$6,500, and \$7,000 for year six costs and beyond.