

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

605



**FROM:** Economic Development Agency

**SUBMITTAL DATE:**  
July 6, 2009

**SUBJECT:** Approve the Sole Source Purchase of the Software Application Virtual One Stop (VOS) from Geographic Solutions, Inc.

**RECOMMENDED MOTION:** That the Riverside County Board of Supervisors:

1. Authorize Purchasing Agent to process a Workforce Investment Act (WIA) funded purchase of the Client Management system, Virtual One Stop (VOS) from Geographic Solutions in the amount of \$99,960.00 without seeking competitive bids, in accordance with Ordinance 459.4; and
2. Authorize the Director of Workforce Development to negotiate and execute agreements for the initial and subsequent program years.

**BACKGROUND:** The Economic Development Agency/Workforce Division (EDA) provides a full array of one-stop services and resources to job seekers and businesses within Riverside County. Currently, EDA utilizes the SMARTware Case Management System for the purposes of documenting and tracking the services provided at each Workforce Development Center. The current software design of SMARTware has significant compatibility problems with the State Job Training Automation (JTA) system leading to lost productivity and additional requirements for efficient and timely data reporting.

Continued

*Robert Field*

Robert Field  
Assistant County Executive Officer/EDA

FORM APPROVED COUNTY COUNSEL  
BY: *Neal R. Kipnis* DATE

Departmental Concurrence

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$ 99,960.00	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

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

**C.E.O. RECOMMENDATION:** APPROVE

*Jennifer L. Sargent*  
BY: Jennifer L. Sargent

**County Executive Office Signature**

Dept't Recomm.:  Consent  
 Policy  
 Per Exec. Ofc.:  Consent  
 Policy

Prev. Agn. Ref.: N/A

District: All

Agenda Number:

**3.28**

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**BACKGROUND:** (continued)

The current system is obsolete and no longer meets the needs of EDA's rapidly evolving client and data management requirements. VOS is the most advanced and comprehensive client tracking system on the market today, and provides a full range of one-stop services to job seekers, employers, providers and staff via the Internet. The client tracking software was developed specifically for the Workforce Investment Act system, and can be customized to meet local area needs. The software is fully integrated so that all client services and data management can be provided via one interface with no duplication of data, files or effort. VOS's service tracking is comprehensive with the availability of dynamic performance monitoring and one-click reporting options.

The State's Workforce Investment Division requires compatible electronic data loading from the local case management system into the JTA system. VOS is fully integrated and compatible with the State's Job Training Automation system; this will automate a process that is currently done manually with the existing system.

VOS's reporting module produces Federal and State reports which include the following: The 17 Workforce Investment Act (WIA) core performance measures, Employment Reports, Veteran's Reports, New Registrants, Exiter's, Entered Employment, Employment Retention, Earnings change, Common Measures, Trade Adjustment Act (TAA) and the new American Reinvestment Recovery Act (ARRA). In addition, a variety of predictive reports can be run in advance of the formal reporting periods to allow staff and management ample opportunities to take actions required to improve performance during each reporting period. VOS will also allow staff to run performance measures and monthly reports to efficiently illustrate the extent of services provided by the one-stop centers. These technology enhancements will streamline staff procedures, reduce processing times, and increase staff efficiency.

VOS has integrated technology to track green jobs within the system. When employers create a job posting, they can choose to flag the position as a "Green Job" which allows the Job Seeker to search for these specific jobs.

VOS has a dynamic feature that allows Individual fund tracking for various funding streams which can be tied directly to the job seekers. This feature will allow staff to track training costs, supportive services as well as any need based payments.

VOS has started programming the new ARRA performance and reporting requirements. Three special reports to track populations served by Wagner-Peyser and WIA have already been created. As new information about reporting and tracking are announced about ARRA, VOS will ensure the system meets all required tracking and reporting requirements.

Sole source is necessary because there is a lack of comparable systems which meet the needs of EDA and the Federal and State reporting requirements. The specific algorithms required for a third party to provide a quote for complete compatibility is not obtainable.

Initial cost is \$147,000.00. EDA negotiated the price down to \$99,960.00, which is below that offered for other accounts with Geographic Solutions. A multi-Module discount of 15% equal to \$22,500 was given and a 20% discount for the First Year equal to \$24,990.00 was given.