

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

606



FROM: Economic Development Agency

SUBMITTAL DATE:
July 6, 2009

SUBJECT: Internet Portal Agreement with Monster Public Sector and Education

RECOMMENDED MOTION: That the Riverside County Board of Supervisors approve sole source Workforce Investment Act (WIA) funding to Monster Public Sector and Education (PSE) in the amount of \$40,000 for Program Year (PY) 2009/10 and \$40,000 for PY 2010/11 and authorize the Director of Workforce Development to negotiate and execute an agreement for these amounts.

BACKGROUND: The Riverside County EDA/Workforce Division has experienced a significant increase in the numbers and service needs for job seekers in Riverside County. The EDA operates all the Workforce Development Centers in Riverside County and also provides internet access to information through www.rivcojobs.com. Because of these increases, Riverside County EDA/Workforce needs to offer expanded services in as many ways as possible. Monster Public Sector & Education (PSE) has developed a Job Seeker Portal that offers solutions to help the County's Job Seekers access career transition services and resources on-line through www.rivcojobs.com.

Continued

Robert Field
Assistant County Executive Officer/EDA

FINANCIAL DATA	Current F.Y. Total Cost:	\$ 40,000	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	2009/10

COMPANION ITEM ON BOARD OF DIRECTORS AGENDA: No

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

C.E.O. RECOMMENDATION:

APPROVE

BY: Jennifer J. Sargeny

County Executive Office Signature

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

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

Prev. Agn. Ref.: N/A

District: All

Agenda Number:

3.29

BACKGROUND: (continued)

Based on EDA's research, Monster PSE offers the most comprehensive, robust and extensive career portal available, at a very reasonable price. The web-based employment portal will provide among other tools, social networking, forums, ability to post links to Riverside sites, private job posting, search tools and technologies for novice and experienced job seekers, toolkit for success, relevant jobs to portal based on seeker profile, career management tools (career snapshot, career benchmarking, career mapping), and value-added services to include resume preparation, CornerStone "OnDemand" Career Education, and Google™ analytics reporting of portal usage.

Additional benefits include: A solid, respected and well known brand trusted by jobseekers and employers; one-stop-shop for talent lifecycle solutions; knowledge of labor force supply-and-demand; highly scalable employment and redeployment solutions; integrated technology; access to thousands of Monster employers at any point in time; and access to tens of thousands of jobs at any point in time.

Three companies were researched by EDA for price, functionality, service and resource. However, each company is so unique in its offerings that they are mostly incomparable to one another. Monster PSE's closest competitor is EmployOn. EmployOn's complete package was recently quoted at \$51,259 annually. EmployOn's career portal has some limited tools but does not include forums, social networking, or the ability to provide private job postings. Riverside County EDA believes these are all critical components of jobseeker services. Another competitor, AIRS, primarily offers recruitment assistance to businesses that includes career mapping and resume preparation assistance for their displaced employees in a web-based environment however this competitor does not offer a career portal. Additionally, AIRS is designed for staff usage when assisting jobseekers. Finally, Career Builders, another competitor offering career transition assistance to employers through its Personified™ Company, does not provide a career portal for jobseekers.

Based upon the outcome of research conducted, Riverside County EDA has determined that Monster PSE is the only company that can provide the comprehensive on-line career portal needed to serve Riverside County jobseekers. Monster PSE's services would be directly accessible for use by jobseekers through the www.rivcojobs.com link.

Date: 06/26/09
From: Stephanie Cole Department/Agency: EDA/Workforce Division
To: Board of Supervisors
Via: Purchasing Agent
Subject: Sole Source Procurement; Request for Purchase of the Monster PSE
Internet-Based Career Portal

The information below is provided in support of the EDA/Workforce Division's approval request for sole source procurement. Outside of a duly declared emergency, the time to develop a statement of work or specifications is not in itself justification for sole source.

Supply/Service being requested: Internet-Based Career Portal for Riverside County Jobseeker Customers

Supplier being requested: Monster Public Sector and Education (Monster PSE)

Alternative suppliers that can or might be able to provide supply/service: Employon, AIRS/The Right Thing, Career Builder/Personified are several companies that provide career transition services who were thought to be able to provide an internet-based career portal which EDA/Workforce Division is seeking.

Extent of market search conducted: I conducted research of the above companies via phone and email communication and received product and pricing information from representatives having knowledge of the type of services needed. One competitor who had a similar product provided pricing information. Two other competitors did not have a similar product and therefore, no pricing information was requested of them.

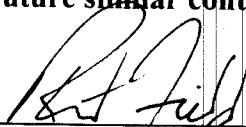
Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide: Unlike the alternative competitors researched, the Monster PSE Career Portal can be hosted on the www.rivcojobs.com website for access by jobseekers and employers alike within the one-stop center or from their homes or places of business. Monster PSE is the only supplier that provides an extensive and comprehensive set of career tools including social networking and forum access, private job postings, ability to post to Riverside sites, search tools for novice and experienced job seekers, toolkit for success and value added-services to include resume preparation, career education and Google™ analytics of portal usage, all vital and valuable components that EDA/Workforce Division is seeking in an internet-based career portal product.

Reasons why my department requires these unique features and what benefit will accrue to the county: Because of the significant increase in the number of jobseekers seen as well as their service needs, Riverside County EDA/Workforce needs to offer expanded services in as many ways as possible. The Monster PSE Internet-Based Career Portal offers solutions to help the County's Job Seekers access career transition services and resources on-line through www.rivcojobs.com. The procurement of this product will

enable the Riverside County EDA/Workforce Division to achieve its mission of supporting economic development and talent management by providing its jobseeker customers with a high-technology, user-friendly, internet-based career transition tool which provides access to a comprehensive and robust set of resources designed to connect the displaced employee with hiring employers.

Price Reasonableness: The purchase price of the Monster PSE Internet-Based Career Portal is reasonable, allocable and allowable based upon cost principle guidance contained in Office of Management and Budget (OMB) Circular A-87.

Does moving forward on this product or service further obligate the county to future similar contractual arrangements? No

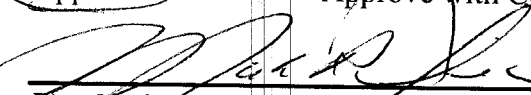


Department Head Signature 7/2/09
Date

Purchasing Department Comments:

NOT TO EXCEED \$40,000 Annually

Approve Approve with Condition/s Disapprove



Purchasing Agent Date

Date: July 14, 2009
From: Loren Sims Department/Agency: Economic Development Agency
To: Board of Supervisors
Via: Purchasing Agent
Subject: Sole Source Procurement; Request for

The below information is provided in support of my Department requesting approval for a sole source. Outside of a duly declared emergency, the time to develop a statement of work or specifications is not in itself justification for sole source.

Supply/Service being requested: Purchase the Client Management system, Virtual One Stop (VOS) from Geographic Solutions, Inc.

Supplier being requested: Geographic Solutions, Inc.

Alternative suppliers that can or might be able to provide supply/service: None

Extent of market search conducted: Comparative analysis was done with two (2) other vendors to determine that all required business elements would be met. The other two vendors did not meet the minimum business requirements to be considered for selection.

Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide: Virtual One Stop is fully integrated and compatible with the States Job Training Automation system which automates the data loading process required. Currently there isn't any other vendor who has this critical compatibility built into their system. Also, Geographic Solutions is the only vendor that has an agreement with the State of California to spider the CalJobs database nightly which populates the Virtual One Stop database.

Reasons why my department requires these unique features and what benefit will accrue to the county: The State's Workforce Investment Division requires compatible electronic data loading from the local case management system into the JTA system. Virtual One Stop is fully integrated and compatible with the States Job Training Automation system which automates this process that is currently done manually with our existing system. These required technology enhancements will streamline staff procedures, reduce processing times and increase staff efficiency.

Price Reasonableness: 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

Does moving forward on this product or service further obligate the county to future similar contractual arrangements? Yes

[Handwritten Signature]

Department Head Signature

Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

[Handwritten Signature]

7-15-09

Purchasing Agent

Date