

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

439



**SUBMITTAL DATE:**  
October 25, 2012

**FROM:** Economic Development Agency

**SUBJECT:** Approval of the Renewal of the Geographic Solutions Virtual One Stop Subscription Agreement.

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

1. Approve a one year renewal of the Geographic Solutions Virtual One Stop (VOS) Subscription Agreement with, Geographic Solutions Inc., in the amount of \$90,485; and
2. Authorize the Assistant County Executive Officer/EDA, or designee, to negotiate and execute agreements up to the recommended funding amounts, and any subsequent amendments provided they are approved as to form by County Counsel.

**BACKGROUND:** (Commences on page 2)

FISCAL PROCEDURES APPROVED  
PAUL ANGULO, CPA, AUDITOR-CONTROLLER  
BY: Samuel Wong 10/24/12  
SAMUEL WONG

*Robert Field*

Robert Field  
Assistant County Executive Officer/EDA

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$ 90,485	In Current Year Budget:	Yes
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	No
	Annual Net County Cost:	\$ 0	For Fiscal Year:	2012/13

**COMPANION ITEM ON BOARD AGENDA:** No

<b>SOURCE OF FUNDS:</b> Federal Workforce Investment Act 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 L. Sargent*  
Jennifer L. Sargent

**County Executive Office Signature**

FORM APPROVED BY COUNTY COUNSEL  
BY: *Annie T. Sahhar 10/3/12*  
ANNIE T. SAHCHAR  
DATE: 10/3/12  
Department of Concurrence

Purchasing  
Mark Seiler, Assistant Director

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

Prev. Agn. Ref.: 3.28 of 7/21/09 | District: ALL | Agenda Number: **3.25**

ATTACHMENTS FILED  
WITH THE CLERK OF THE BOARD

**BACKGROUND:**

On July 21, 2009, the County of Riverside Board of Supervisors approved a Sole Source purchase of the Geographic Solutions, Inc. (Geographic Solutions) VOS system and authorized the Director of Workforce Development to enter into an agreement with Geographic Solutions for the initial and subsequent program years. In August, 2009, the Economic Development Agency/Workforce Development Division (EDAWDD) entered into the initial agreement, which has an annual automatic renewal through August, 2013. Since 2009, EDAWDD has renewed the agreement and has utilized Virtual One Stop (VOS), a client centered data management system, from Geographic Solutions.

VOS is a preferred data management system among Local Workforce Investment Act areas (LWIA) as it affords each LWIA the ability to capture specific data elements from the operation of Workforce Investment Act programs. Geographic Solutions has developed this highly functional system to spider data to the California's Employment Development Department (EDD) Job Training Automation (JTA) system.

Recognizing the necessity for one system to capture many different program elements, EDD announced the statewide purchase of VOS in the middle of 2011 and that the system would be available to LWIAs free of charge. Implementation of VOS was scheduled to start in early September 2012; however, there has been a delay at the state level that may continue up to a year.

EDAWDD has the need to continue to capture data elements from state and federal programs and VOS continues to be instrumental in the daily operations of its core programs, and it is not practical, nor cost effective to purchase another data management system.

EDAWDD will execute an amendment to the initial August, 2009 agreement to reflect the change in the contract amount to \$90,485, subject to approval as to form by County Counsel. County Purchasing has approved the Sole Source Justification, attached hereto, in the amount of \$90,485.

Attachment: Sole Source Justification

Date: September 13, 2012  
From: Loren Sims Department/Agency: EDA - Workforce Development Division  
To: County of Riverside - Purchasing Department  
Subject: Geographic Solutions - Virtual One Stop Sole Source Procurement

The following 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.

1. **Supply/Service being requested:** Renewal for the Virtual One Stop (VOS) System, Client Management System
2. **Supplier being requested:** Geographic Solutions, Inc.
3. **Alternative suppliers that can or might be able to provide supply/service:** None
4. **Extent of market search conducted:** EDA previously conducted research when it originally (2009) purchased this client management system. Research was found to be inadequate considering that all available competitors did not meet the minimum business requirements to be considered for selection.
5. **Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:** VOS is fully integrated and compatible with California's Employment Development Department (EDD) Job Training Automation system. It also is the only vendor that has an agreement with the State of California EDD to spider the Cal Jobs database with the VOS database.
6. **Reasons why my department requires these unique features and what benefit will accrue to the county:** The State of California EDD recently purchased a version of the VOS system which is scheduled to "go live" by December 31, 2012. After this date, all Local Workforce Investment Area's (LWIA's) will be required to use this system.
7. **Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:** The total cost of the VOS system is \$140,000 per year. The vendor offered this department a reduced cost of \$90,485 per year.
8. **Does moving forward on this product or service further obligate the county to future similar contractual arrangements or any ongoing costs affiliated with this sole source? (Maintenance, support, or upgrades, if so, please explain).** No.
9. **Period of Performance:** Previous Sole Source approval for VOS expired on September 30, 2012 and this represents a renewal commencing on October 1, 2012 through September 31, 2013; the total cost of \$90,485 will be prorated to cover the months of performance based on a 12 month calendar year.

me *RF Field*

Department Head Signature

Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

Not to exceed: \$ 90,485<sup>-</sup> One time Annual Amount through 9-30-14

*M. J. ...*  
Purchasing Agent

10-4-12  
Date

13-176  
Approval Number  
(Reference on Purchasing Documents)