

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

303



FROM: Economic Development Agency

SUBMITTAL DATE:
December 8, 2011

SUBJECT: Workforce Investment Act Renewal of Monster Evolutions Public Sector and Education Job Seeker Portal.

RECOMMENDED MOTION: That the Board of Supervisors:

1. Approve the renewal of Monster Evolutions Public Sector and Education (PSE) Job Seeker Portal not to exceed \$120,000 for three years, without securing competitive bids in accordance with Ordinance 459.4; and
2. Authorize the Assistant CEO/EDA, or designee, to negotiate and execute agreements or any amendments provided they are form approved by County Counsel.

BACKGROUND: Riverside County EDAA Workforce continues to utilize a variety of tools to provide high quality services to an increasing number of job seekers during a time of diminishing resources.

(Continued)

Robert Field

FISCAL PROCEDURES APPROVED
PAUL ANGUILO, CPA, AUDITOR-CONTROLLER
BY *Samuel Wong 12/6/11*
SAMUEL WONG

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:	2011/12

COMPANION ITEM ON BOARD OF DIRECTORS AGENDA: No

SOURCE OF FUNDS: Federal Workforce Investment Act Adult/DW 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 V. Sargent*
County Executive Office Signature Jennifer V. Sargent

MINUTES OF THE BOARD OF SUPERVISORS

On motion of Supervisor Buster, seconded by Supervisor Tavaglione and duly carried, IT WAS ORDERED that the above matter is approved as recommended.

Ayes: Buster, Tavaglione and Benoit
Nays: None
Absent: Stone and Ashley
Date: December 20, 2011
xc: EDA, Purchasing

Kecia Harper-Ihem
Clerk of the Board
By: *[Signature]*
Deputy

Prev. Agn. Ref.: 3.29 of 7/21/09

District: ALL

Agenda Number: **3.9**

FORM APPROVED COUNTY COUNSEL
 BY: *[Signature]* 11-30-11
 DATE: _____
 PURCHASING: _____
 POLICY: _____
 DEPT RECOMM.: CONSENT:
 PER EXEC. OFC.: CONSENT:

BACKGROUND: (Continued)

In 2009, Monster Evolutions developed www.rivcocareergateway.com - a Job Seeker Portal for Riverside County EDA/Workforce that offers solutions to help the County's job seekers access career transition services and resources. The Job Seeker Portal is a highly flexible and customized gated community that is password protected and available to Riverside County job seekers 24/7 and is accessible via the www.rivcoworkforce.com link.

Some of the many tools the web-based employment portal provides are career snapshots; career mapping; resume preparation; social networking; forums; ability to post links to Riverside County sites; private job postings; and Corner-Stone "On-Demand" Career Education.

Additionally, there will be enhancements added to the site at no additional cost. They include, but are not limited to, success stories and success story stroller; featured (premier) events; discussion threads; calendar; and file uploads.

Monster Evolutions is well known, respected and trusted by job seekers and employers because of its access to thousands of Monster employers and jobs at any point in time. During the last two years, PSE has provided a successful comprehensive on-line career portal to Riverside County job seekers and has proposed to continue to provide this customized employment portal at the original 2009 annual rate for the initial and subsequent two years as shown in the table below.

Year 1	Year 2	Year 3	Total
\$40,000	\$40,000	\$40,000	\$120,000

The Riverside County Workforce Investment Board approved this funding recommendation at its October 19, 2011 meeting.

Date: November 16, 2011

From: Loren Sims Department/Agency: EDA/Workforce Division

To: Board of Supervisors/Purchasing Agent

Via: Purchasing Agent

Subject: Sole Source Procurement; Request for - Renewal of the Monster PSE Internet-Based Career Portal

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.

1. Supply/Service being requested:

Internet-Based Career Portal for Riverside County Jobseeker Customers

2. Supplier being requested:

Monster Worldwide, Inc

3. Alternative suppliers that can or might be able to provide supply/service:

Employon, AIRS/The Right Thing, Career Builder/Personified

4. Extent of market search conducted:

EDA previously conducted research when it originally purchased the Monster Evolutions adult portal. Research on the above referenced companies demonstrated that Monster continues to provide and is the only company who has an internet portal utilizing EDA's website addresses and an online career services site ready to deploy with minimal customization required. Seeking out new competition would involve development costs that would exceed overall spending limitations for technology that is already in use.

5. Unique features of the supply/service being requested from this supplier, which no alternative supplier can provide:

Unlike the alternative competitors (Employon, AIRS/The Right Thing, and Career Builder/Personified) researched, Monster Worldwide PSE Career Portal continues to be hosted on the www.rivcoworkforce.com website for access by adult jobseekers and employers alike within a one-stop center or from their homes or places of business. Also, businesses can post job opportunities, internships and volunteer opportunities directly on the site. It is a password-protected online youth community, available 24/7 and accessible via the internet. Members can explore and access career options, internships, employment opportunities, post-secondary education options, relevant news, events, discussions, networking, career mentoring and career assessments.

(cont.) next page

6. Reasons why my department requires these unique features and what benefit will accrue to the county:

The Riverside County unemployment rate remains higher than the national average. Therefore, EDA Workforce Development shall continue as long as funding exists to offer job seekers both traditional and innovative employment services. For the past two years, PSE has provided a successful comprehensive on-line career portal to Riverside County job seekers and employers through www.rivcoworkforce.com. Monster Worldwide PSE has agreed to add the following enhancements to the site at no additional cost:

- a) Video upload
- b) Mobile version of site
- c) Success stories and Success Story Scroller
- d) Featured premier events
- e) Discussion threads
- f) Calendar
- g) File uploads
- h) Google Analytics integration
- i) Email blast ability

7. Price Reasonableness including purchase price and any ongoing maintenance or ancillary costs from the supplier:

M.O. 3.29, dated July 21, 2009 approved a sole source for Monster Worldwide PSE Internet-Based Career Portal with Monster Worldwide, Inc., for 2 years (year 1 \$40,000, year 2 \$40,000, totaling \$80,000).

Considering the portal's technology has been developed, Monster Worldwide PSE continues to deliver the product at no additional cost increases from the previous fiscal (09/10 & 10/11) years at \$40,000 per year totaling \$80,000.

Workforce Development recently negotiated additional enhancements of Video upload, Mobile Version of Site, Success Stories and Success Story Scroller, Featured premier events, Discussion threads, Calendar, File uploads, Google Analytics integration, and Email blast ability at no additional cost, with cost for fiscal years year 12/13 & 13/14 remaining at \$80,000. Costs are allowable based on the cost principle guidance contained in the Office of Management and Budget (OMB) Circular A-87.

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).

Yes. Anticipated use of this product will be on-going as long as the Workforce Development Centers provide services to the Adult Jobseekers program and the funding is available to support the need.

9. Period of Performance:

The period of performance is for fiscal years year 12/13 & 13/14 totaling \$80,000.

(Provide a defined period of performance. Please note multi-year terms require Board approval, unless renewable in one year increments and the Purchasing Agent approves the terms.)

(cont.) next page

Mr. Lisa Beards

11/17/11

Department Head Signature

Date

Purchasing Department Comments:

Approve

Approve with Condition/s

Disapprove

Not to exceed: \$ 40000
through 6-30-2014

One time

Annual Amount ~~Amount~~

[Signature]

11-28-11

12-310

Purchasing Agent

Date

Approval Number
(Reference on Purchasing Documents)