



BankWork\$[®] Pittsburgh
Training and Career Services for
Financial Services Occupations

Partner4Work, September 2022



Agenda

- Bidder's conference overview
- Partner4Work
- RFP overview
- Proposal considerations
- Questions
- Conclusion

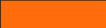
www.partner4work.org/documents/procurement/

RFP@partner4work.org



Partner4Work

- **Partner4Work is the Workforce Development Board for Pittsburgh and Allegheny County, dedicated to developing a thriving workforce in the Pittsburgh area.**
- **We design, fund, and support a portfolio of workforce development programs and initiatives for adults and youth to meet the needs of employers, job seekers and workers.**
- **Partner4Work is very closely connected to PA CareerLink.**
- **Learn more about Partner4Work at www.partner4work.org/.**



RFP Overview

- **Purpose**

- Delivery of the BankWork\$[®] program in the Pittsburgh area.
- Created and overseen by CareerWork\$.
- Designed to prepare individuals to become qualified candidates for tellers, customer service representatives, and personal banker positions.
- Career training, placement assistance, ongoing coaching, further supports.
- Overview of the BankWork\$[®] curriculum.

- **Contracts**

- From Jan 2023 to June 2024, with two 12-month option periods.
- Estimated \$250,000 to \$400,000 in total value.
- Paid on a reimbursement basis.



Program Considerations

Know the Statement of Work.

Key components.

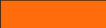
- **Part of an existing program and system.**
 - Partner4Work, BankWork\$[®], CareerWork\$, PA CareerLink[®]
- **Strong programmatic and operational capacity.**
 - Deliver the BankWork\$[®] curriculum in a professional and effective manner.
- **Promotion, outreach, and recruitment.**
- **Work with PA CareerLink[®] - eligibility entity.**
- **Career and supportive services.**
- **Training completion and graduation.**
- **Job placement assistance and follow-up services.**



Program Outcomes

For the period of January 1, 2023 to June 31, 2024

- **Number of cohorts**
 - 6 total (1 per quarter, variations may be proposed)
- **Number of participants enrolled per cohort**
 - 25 (variations may be proposed)
- **Number of participants enrolled in total**
 - 150
- **Percent of participants who complete the program**
 - 85% of enrollments
- **Percent of participants who obtain employment within six months**
 - 80% of enrollments



Administrative and Fiscal Considerations

- **Contract management capacity.**
- **Data and reporting requirements.**
- **Payments based on cost reimbursement.**
- **Varying public funding requirements.**
 - Understanding and working within limitations.



Application and Evaluation

Know the “How to Apply” section of the RFP

- **Cover sheet**
- **Executive summary**
- **Organization description** - **20 points (RFP typo)**
- **Program description** - **60 points**
- **Program costs** - **20 points**
- **Attachments**
 - Required
 - References, at least two past or current funders
 - Optional
 - MOUs or letters of support from employers are highly encouraged



Timeline

- **Release of RFP: September 8, 2022**
- **Bidder's conference: September 28, 2022**
- **Questions regarding this RFP due: September 30, 2022**
 - RFP@partner4work.org
- **Proposal due date: October 10, 2022 (probably October 11)**
 - RFP@partner4work.org
- **Proposal review, possible discussions: Mid to late October**
- **Notification to bidders: Late October or early November**
- **Contract start dates: Approximately January 2023**



Questions