Developing a thriving workforce in the Pittsburgh area.

PARTNER WORK
Temporary Assistance for Needy Families (TANF)

Employment Advancement and Retention Network (EARN) Services

Bidder’s Conference
January 9, 2019
Agenda

- Welcome
- RFP overview
- Questions
- Conclusion
Partner4Work

- Partner4Work is the Workforce Development Board for Pittsburgh/Allegheny County
- We connect funding, expertise, and opportunities to develop a thriving workforce in the Pittsburgh region
- We partner with...
  - Businesses to source and train the talent needed to grow the region’s economy
  - Job seekers to break down barriers and open doors to careers in growing industries
  - Agencies to make an impact in communities and reach people where they are
System Overview

- Temporary Assistance for Needy Families (TANF)
- PA Department of Human Services (PADHS; formerly DPW)
- Employment Advancement and Retention Network (EARN) Services
- Partner4Work
- Contracted EARN service providers
Request for Proposals (RFP)

• **Identify one or more providers of EARN services to support the TANF program in Allegheny County**
  • Providing workforce services to clients of PADHS County Assistance Offices (CAO)

• **Services currently delivered through three EARN centers, each operated by a different provider**
  • Downtown Pittsburgh, McKeesport and Wilkinsburg

• **Allegheny County covers two workforce development areas**
  • The City of Pittsburgh still operates its own EARN program, separate from P4W

• **RFP sections**
  • General information
  • Statement of work
  • Proposal process and requirements
## Anticipated Contract Periods

<table>
<thead>
<tr>
<th>Contract period 1 (base)</th>
<th>July 1, 2019 – June 30, 2020</th>
<th>Base contract award</th>
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<tbody>
<tr>
<td>Contract period 2 (option)</td>
<td>July 1, 2020 – June 30, 2021</td>
<td>Renewable by P4W</td>
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<tr>
<td>Contract period 3 (option)</td>
<td>July 1, 2021 – June 30, 2022</td>
<td>Renewable by P4W</td>
</tr>
<tr>
<td>Contract period 4 (option)</td>
<td>July 1, 2022 – June 30, 2023</td>
<td>Renewable by P4W</td>
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Statement of Work: What are we buying?

• Referral and Enrollment
• Participation and Attendance
• Career Services
• Case Management and Supportive Services
• Training, Education and Credentialing Services
• Community Service
• Client Incentives
• Employer Engagement

• Site Administration and Operations
• Partner Collaboration and Referrals
• Staff Training and Development
• Performance Requirements and Standards
• Data Management and Reporting
• Commonwealth Workforce Development System (CWDS)
• Contract Oversight and Evaluation
Who are we looking for?

- Innovation and creativity
- Expertise and experience
- Close partnership
- Capacity
- Demand-driven
What are the goals?

- Placement Rate Tier 1
- Placement Rate Tier 2
- Placement Rate Tier 3
- Retention Rate
- Credentialing Rate
- Activity Compliance Rate
- Referral to Enrollment Rate
Anticipated Contract Awards

• One or more contracts with both cost-reimbursement and performance payment components
• P4W intends to provide up to $2.65 million (in total) for delivery of all services described in this RFP, made available through cost-reimbursement
• P4W anticipates up to $350,000 (in total) will be available based on performance of selected providers
• Actual amounts to be determined
RFP Timeline

Release of RFP: December 19, 2018
Bidder’s conference: January 9, 2019
Questions due: January 25, 2019 by 5:00 PM EST
Proposal due date: February 4, 2019 by 5:00 PM EST
Selection of providers: Mid-April 2019
Proposal Contents and Scoring

- Cover Sheet Required, but not scored
- Executive Summary Required, but not scored
- Organization Overview: 20 points
- Program Narrative: 55 points
- Budget & Budget Narrative: 15 points
- Attachments: 10 points
- Total points available: 100 points
Questions
Thank You.