



Joe Lauro, CPPO/CPPB
Director

INTEROFFICE MEMO

To: Fred E. Marquis, Interim County Administrator
From: Joseph Lauro, Director of Purchasing
Subject: Approval of Final Negotiated Contract– Temporary Workers- Information Technology Staff
Contract No. 067-0494-P (AM)
Date: December 12, 2007

RECOMMENDATION: I RECOMMEND THE INTERIM COUNTY ADMINISTRATOR REJECT THE REQUEST FOR PROPOSAL RESPONSES RECEIVED FROM GATEWAY SOLUTIONS, INC., J J & ASSOCIATES, MOTEN TATE, INC., AND SPHERION ON THE BASIS THAT THEIR RESPONSES DID NOT MEET THE REQUIREMENTS OF THE SCOPE OF WORK.

I ALSO RECOMMEND THE INTERIM COUNTY ADMINISTRATOR APPROVE THE FINAL NEGOTIATED CONTRACT FOR TEMPORARY WORKERS- INFORMATION TECHNOLOGY STAFF WITH THE NUMBER ONE RANKED FIRM, HOWROYD-WRIGHT EMPLOYMENT AGENCY, INC., DBA APPLE ONE EMPLOYMENT SERVICES, GLENDALE, CALIFORNIA.

IT IS FURTHER RECOMMENDED THAT THE INTERIM COUNTY ADMINISTRATOR SIGN THE AGREEMENT AND THE CONTRACTOR EXECUTE.

ESTIMATED ANNUAL EXPENDITURE: \$250,000.00

DISCUSSION: On May 25, 2007 the Purchasing Department, on behalf of Information Technology Department let a Request for Proposal (RFP) to test the market for Temporary Workers for Information Technology (IT) Staff. The successful contractor will be required to provide temporary IT staffing as needed. The finalized contract was delayed due to budget concerns for FY 08, and concerns with transfer of staffing midst ongoing projects.

Proposals were received from twenty-three (23) firms. The evaluation of the RFP responses was conducted by an Evaluation Committee comprised of three (3) representatives from the IT Department, one (1) representative from the Personnel Department, and one (1) representative from the Purchasing Department, acting as facilitator, who met and evaluated the proposals received and came up with a ranking.

The firms were evaluated according to the following criteria:

- | | | |
|----|--|------------|
| 1. | Total cost of contract | 250 points |
| 2. | Markup percentage | 100 points |
| 3. | Competitiveness of wages paid | 150 points |
| 4. | Number of job classes | 100 points |
| 5. | On-site capability and experience | 100 points |
| 6. | Labor pool size, qualifications and diversity | 250 points |
| 7. | Providing temporary employees in other positions | 50 points |

The firms in order of ranking are following:

1. Howroyd-Wright Employment Agency, Inc.	782.40
2. Kelly Services	741.90
3. Randstad	738.95
4. ROI Consulting Group Inc.	725.00
5. Consultis of Tampa Inc.	724.05
6. 22 nd Century Technologies Inc.	720.58
7. Saphire Technologies	709.08
8. Addecco USA	687.80
9. L-3 Communication	686.78
10. Software Resources	669.40
11. Enviro Temps Inc dba ETI Professionals Inc.	661.70
12. Intech Software Solutions, Inc.	657.60
13. Skillstorm, Inc.	656.18
14. Comsys Services, LLC	654.90
15. Intercom Consulting	642.68
16. Goodwill Industries- Suncoast Inc.	610.75
17. Infinite Computing Systems, Inc.	599.98
18. Radgov, Inc	576.03
19. Radise International	562.88

The finalized Agreement is presented for approval to the Interim County Administrator for approval to be effective as of January 1, 2008. The initial contract period is for thirty-six (36) months and may be renewed for two (2) additional twelve (12) month periods. County staff has negotiated with the Contractor for a lowered mark-up rate of 38% on jobs listed in the RFP. The same rate was locked in for jobs not listed in the RFP but for which there might be future requirements. Currently the County pays a 40% mark up rate to Ranstad, the existing provider of the services.

APPROVED: _____
FRED E. MARQUIS
Interim County Administrator

Date of Approval: _____

Attachments:

1. Contract Review
2. Final Scored Tabulation
3. Agreement

