



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

Program Dates and Contract Periods		
Contract period 1 (base)	July 1, 2019 – June 30, 2020	Base contract award
Contract period 2 (option)	July 1, 2020 – June 30, 2021	Renewable by P4W
Contract period 3 (option)	July 1, 2021 – June 30, 2022	Renewable by P4W
Contract period 4 (option)	July 1, 2022 – June 30, 2023	Renewable by P4W



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

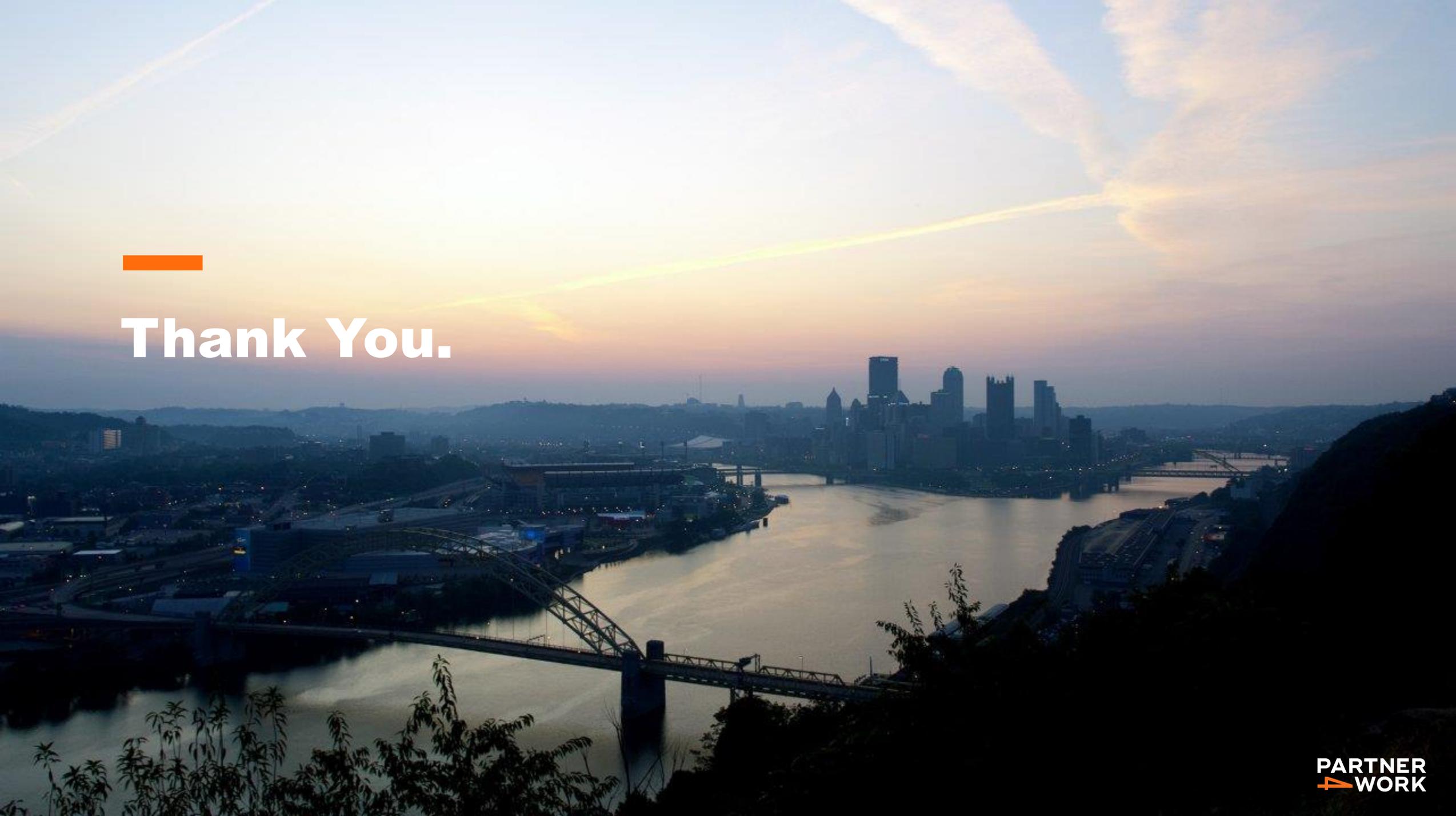


Proposal Contents and Scoring

- **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.