

Marin/Napa/Lake Bidder's Conference

2.13.17

2.14/17

2/15/17

Announcements:

1. Deadline extended to 3/10.
2. Allocation amounts in the RFP are not accurate as they included other funds. Information will get posted with new amounts.

Q: Where in the proposal should we address the firewall between OSO and CSP?

A: The proposal does not ask the responding agency to address firewall issues. However, if the proposer believes that there is a conflict in this arrangement they should note that under their conflict of interest response.

Q: I see this RFP does not include the youth allocation.

A: WIOA Youth funds will be competitively procured via a separate RFP to be published in about two weeks.

Q: Why is it separate?

A: The Alliance felt like it would be a better approach as the adult and youth are distinctively different programs.

Q: There are six stated WANB goals in the regional plan. One is specific to youth. Should we not address that in the proposal?

A: We can't tell you what to put in the proposal but we can tell you that the evaluators will be concerned with what services you will be providing to adult and dislocated workers, and will not be evaluating youth services.

Q: When you say contracts will be renewed annually based on contractor performance what performance are you talking about, the state performance or the WANB local performance. (Referred to page 14)

A: Both. The state reviews in accordance with the measurements in the strategic plan. Performance has been negotiated down for the WANB local area for the current year and in 2017-2018. The WANB will also want to look at local performance measures such as how many enrolled, how many exited, how successful were they, how long were they in the program, etc., however all performance requirements will always be communicated to contractors via contracts or notices.

Q: Would it be considered a joint venture if a single agency knows they would put some money aside to subcontract for some kind of service, is the competitive process done before or after proposal submission?

A: A joint venture is when multiple agencies submit a proposal to operate portions of the services for a set amount of funding. If a single organization applies they are responsible for the delivery of services. The single organization would be responsible for the entire breadth of the proposal and the organization would follow WIOA as well as their organization's competitive procurement process.

Q: Are the performance measures the same for all three counties.

A: Yes.

Q: Do you provide a formula to determine cost per participant?

A: No. There is no set policy/formula for determining cost per participant. However the Alliance does evaluate how much funding they are providing by funding source to its AJCC operators and compare that to the number of people served, enrolled and exited. Proposers should be encouraged to put forth a "cost per participant formula that they feel strongly about in their proposals.

Q: You said the funding available in the RFP is not correct, when will the correct numbers be posted?

A: errata will be posted on Friday, February 17, 2017.

Q: Are references only required for organizations new to providing WIOA services?

A: Yes, current providers are not required to provide references.

Q: Can a letter of support be a miscellaneous attachment?

A: Yes.

Q: Please explain what you mean in item 8 "please provide the question/request before each answer."

A: Except for the Executive Summary, which is limited to 3 pages, please list the question or the request from the RFP as a heading to each of your answers.

Q: How do we address Conflict of Interest concerns?

A: If you believe that there is a conflict of interest than we recommend conferring with your legal counsel. Additionally, we are asking the proposers to specifically state potential conflict of interest concerns and how they propose to avoid/ mitigate those concerns.

Q: Will a Bidder's Q&A get posted on website?

A: Yes.

Q: What happens to carry-in funds and carry-in clients?

A: Carry in funds will be recaptured by the Workforce Alliance and reallocated to the selected provider of services in 2017. Carry-in clients will become the responsibility of the provider of services on July 1, 2017.

Q: Evaluation considerations on page 12, do not directly correlate to Section III. How should we approach that difference?

A: Page 12 is intended as a summary of considerations that the evaluation panel will consider in their evaluations. In preparing their responses, proposers should directly follow Section III and answer the questions/instructions posed. If all questions are answered, we believe that the considerations noted on Page 12 will be addressed.

Q: How should “collaborative partnerships” be shown in the budget.

A: Proposers should estimate and note a monetary value to the collaborative partnership with other agencies and show that value as a leveraged resource in the budget section of their proposal. The proposer may also provide additional descriptive information of the collaborative partnership in their budget narrative.

Q: Does the Alliance have established policies in place for OJT?

A: As with workforce boards throughout the State, the Alliance is transitioning to WIOA. The On-the-Job Training policy is currently being considered by the new Alliance board and will be in place before the start of any contract awarded through this process. The RFP provides an initial description of the On-the-Job policy that is being considered. Proposers should refer to the Federal Register Vol. 81 No. 161 for additional guidance on the Workforce Innovation and Opportunity Act’s requirements for on-the-job training. Any OJT Policy developed by the Alliance will be compliant with this guidance.

Q: Are follow-up services mandated for 12 months?

A: Yes

Q: Where does the Proposal Cover Page go in the submitted packet?

A: The proposal cover page should be the first page of the packet.

Q: Where does the Funding Request by Activity table on page 37 go? And, can we add a “leveraged” column to that chart if we believe it describes our proposal more accurately?

A: The funding request by activity table should be shown as a part of the budget section. We are asking proposers to provide their best description of their programs. If they believe that adding a “leveraged” column to the funding request by activity table will do that, than that will be ok. No columns should be excluded from the current table however.

Q: What is the purpose of “workshop title” referenced in the chart on page 44?

A: That was an oversight and “workshop title” should be eliminated from that chart.