



Robert P. Astorino
County Executive

Department of Social Services

Kevin M. McGuire
Commissioner

24217

Date: January 9, 2012

To: Honorable Members of the Board of Acquisition and Contract

From: Kevin M. McGuire, Commissioner
Department of Social Services

Re: Resolution to exempt from the Westchester County Procurement Policy, pursuant to Section 3(a)(xxi) thereof, an amendment to the County's agreement with Workforce Strategy Center, Inc. in order to have Workforce Strategy Center, Inc. continue providing a Sector Partnership Manager

Authority is hereby requested from your Honorable Board to exempt from the Westchester County Procurement Policy an amendment to the County's agreement with Workforce Strategy Center, Inc. ("Workforce Strategy Center"), pursuant to which Workforce Strategy Center was to provide a Sector Partnership Manager to plan, coordinate, implement, and evaluate all Westchester-Putnam Workforce Investment Board ("WPWIB") activities in accordance with the WPWIB's local workforce investment plan, for an amount not-to-exceed \$120,000, for the period January 1, 2010 through December 31, 2011 (the "Agreement"). The proposed amendment to the Agreement would, 1) extend the termination date from December 31, 2011 to June 30, 2012, and 2) increase the not-to-exceed amount by an additional \$25,000, from a not-to-exceed amount of \$120,000 to a new total not-to-exceed amount of \$145,000.

Workforce Strategy Center has provided these services for two years and has developed a deep understanding of what the WPWIB is trying to accomplish with its 'sector based' employment strategy and how it is trying to accomplish it. Workforce Strategy Center has also developed close working relationships with the WPWIB and the 'sector' leads to address 'sector' needs and to advise and direct the WPWIB regarding activities that will help the WPWIB meet these business needs. Furthermore, Workforce Strategy Center has valuable experience from helping the WPWIB link businesses to other programs, such as the Westchester Workforce Development Academy for Youth (WWDAY), and is best equipped to continue assisting WPWIB in developing relationships with companies in the various sectors that are interested in developing internship opportunities for the WPWIB's customers.

Procuring these services from a new vendor for six months would be extremely time-inefficient and delay work that can best and most quickly performed by Workforce Strategy Center under an extension of the existing agreement. Overall, for the six-month extension being sought by the WPWIB, Workforce Strategy Center is best able to maintain continuity for training and other programs already in place. It is the intention of the WPWIB to conduct new procurement for these services at the conclusion of this extension, if funding is available for PY-12 (7/1/12 – 6/30/13).

Accordingly, it is proposed that the best interests of the County would be served by exempting the proposed agreement from the Westchester County Procurement Policy, pursuant to Section 3(a)(xxi) thereof. Therefore, a resolution to exempt this procurement is hereby submitted for your consideration.

KMM/DB/bdm/nm

APPROVED BOARD OF ACQUISITION & CONTRACT - 02/02/2012 JOMAR VIERA SECRETARY

RESOLUTION

Upon a communication from the Commissioner of the Westchester County Department of Social Services, be it hereby

RESOLVED, that pursuant to Section 3(a)(xxi) of the Westchester County Procurement Policy and Procedures, it is hereby determined that application of the procedural requirements contained therein, including the necessity of soliciting proposals, is neither cost effective nor expedient, and accordingly not in the best interests of the County of Westchester (the "County") in connection with the procurement of an agreement with Workforce Strategy Center, Inc. for the continued provision of a Sector Partnership Manager.

APPROVED BOARD OF ACQUISITION & CONTRACT - 02/02/2012 - DOMINIQUE VEIRA, SECRETARY