

ETLWDA ONE-STOP OPEATOR RANKINGS
18 September 2018

Scorer #	Bidder 6122937	Bidder 7337737
Scorer 1	87	98
Scorer 2	86	87
Scorer 3	76	69
Scorer 4	100	74
Scorer 5	100	91
Average Score	89.8	83.8

ETLWDA CAREER SERVICE PROVIDER
18 September 2018

Bidder 1574495	Bidder 1971530	Bidder 2247918	Bidder 6122937	Bidder 7337737	Bidder 9234579
52	Note Below	80	71	81	60
67	49	67	74	73	66
32	39	54	76	58	48
58	49	61	95	64	60
51	48	81	95	87	87
52	46.25	68.6	82.2	72.6	64.2

NOTE: Scorer 1 did not return a completed scoring sheet for Bidder 1971530. The average score for this bidder is the sum of 4 scores divided by 4.
 Bidder 6122937 (Mid Cumberland Human Resource Agency) was awarded the contracts for One-Stop Operator and Career Service Provider for the 16-county East Tennessee Local Workforce Development Area

ETLWDA RFP REVIEW COMMITTEE SCORESHEET

RFP COMPONENT 2.1

ONE STOP OPERATOR

SCORER'S NAME _____

PROPOSAL NUMBER _____

SCORING SECTION	CRITERIA <i>Criteria in Bold Type should be given extra scoring emphasis</i>	POINT VALUE Circle corresponding score 1 lowest and 5 highest		
Program Background & Experience	Established history & organizational mission	1 2 3 4 5	Up to 10 points possible →	Section Total <div></div>
	Relevant experience in WIOA program(s)	1 2 3 4 5		
	Proven success in WIOA or similar program(s)	1 2 3 4 5		
Capacity	Evidence of detailed staffing plan & client flow in AJC	1 2 3 4 5	Up to 10 points possible →	Section Total <div></div>
	Plan to expand current number of AJCs	1 2 3 4 5		
	Understanding of service delivery issues for clients with barriers to employment & access	1 2 3 4 5		
Partnerships & Community	Description of plan for October 1 start-up	1 2 3 4 5	Up to 10 points possible →	Section Total <div></div>
	Plan for oversight/working with multi-organizational partners	1 2 3 4 5		
	Detailed plan for promoting & sustaining business engagement in AJC	1 2 3 4 5		

SCORING SECTION	CRITERIA	POINT VALUE Circle corresponding score 1 lowest and 5 highest						
Program & Program Outcomes	Description of full menu of services for employers	1	2	3	4	5		
	Description of plans to meet region's placement and credentials goals	1	2	3	4	5		
	Discussion of means to meet annual performance goals	1	2	3	4	5		
	Description of experience in reviewing & verifying eligibility determinations	1	2	3	4	5		
	Detailed plan to co-enroll clients among AJC partner programs	1	2	3	4	5	Up to 30 points possible →	Section Total
	Experience monitoring & engaging AJC partners	1	2	3	4	5		
	Discussion of customer-focused service delivery	1	2	3	4	5		
Technology, Data, and Reporting	Understanding of VOS, plans for accurate and timely data reporting	1	2	3	4	5	Up to 10 points possible →	Section Total
	Discussion of experience with web-based customer satisfaction survey	1	2	3	4	5		
	Description of data mining and analysis to support emerging needs of the region's employers	1	2	3	4	5		

 PROPOSAL NUMBER

SCORING SECTION	CRITERIA	POINT VALUE Circle corresponding score 1 lowest and 5 highest	
Budget and Fiscal Review	Is approved indirect cost rate listed?	1 2 3 4 5	
	Discussion of experience managing gov't grants	1 2 3 4 5	
	Discussion of leveraging bidder's back office capabilities to reduce administrative costs	1 2 3 4 5	
	Proposed Budget	1 2 3 4 5	
	Discussion of ability to "float" program over 2 consecutive months at any time during the year	1 2 3 4 5	
	Discussion of ability to manage cost reimbursement contract	1 2 3 4 5	
	Agreement to accept responsibility for disallowed costs	1 2 3 4 5	
	Agreement to secure appropriate insurance coverage	1 2 3 4 5	<div>Up to 30 points possible →</div> <div>Section Total</div>

Bidder's Total Score

 PROPOSAL NUMBER

 SCORER'S SIGNATURE

 DATE

ETLWDA RFP REVIEW COMMITTEE SCORESHEET
RFP COMPONENT 2.2
CAREER TRAINING AND SERVICE PROVIDER PROPOSAL

SCORER'S NAME _____

PROPOSAL NUMBER _____

SCORING SECTION	CRITERIA <i>Criteria in Bold Type should be given extra scoring emphasis</i>	POINT VALUE Circle corresponding score 1 lowest and 5 highest		
Program Background & Experience	Proven success in WIOA or similar program(s)? (For bidders w/prior experience as CSP)	1 2 3 4 5		
	1. Minimum Participant Cost Rate >40%?			
	2. Pre-apprenticeship/Apprenticeship experience?			
	Listed new enrollment targets for all WIOA audiences	1 2 3 4 5	Up to 10 points possible	Section Total
	Established history & organizational mission	1 2 3 4 5		
Capacity	Explanation and justification of planned service delivery and marketing plans that target clients with barriers to employment. Listing of actual outcomes is required.	1 2 3 4 5		
	Description of plan for October 1 start-up	1 2 3 4 5	Up to 10 points possible	Section Total
	Understanding of meaningful access for clients with disabilities	1 2 3 4 5	→	

SCORING SECTION	CRITERIA	POINT VALUE Circle corresponding score 1 lowest and 5 highest	Page 2	
Partnerships & Community	Displays an understanding and outlines a plan for co-enrollment of clients	1 2 3 4 5	Up to 10 points possible →	Section Total
	Plans for involving AJC partners in WIOA Title I services	1 2 3 4 5		
Program & Program Outcomes	Description of organization's experience in providing WIOA and the menu of job seeker services including assessment, training, determination of supportive service needs, assistance w/employment, and follow-up. Is a detailed client flow graphic included?	1 2 3 4 5	Up to 30 points possible →	
	Displays an understanding of WIOA eligibility and a plan for training staff on WIOA regulations	1 2 3 4 5		
	Lists MPCR if applicable	1 2 3 4 5		
	Includes enrollment goals for WIOA adult, dislocated worker, and youth	1 2 3 4 5		
	Discussion of provision of 14 Youth elements	1 2 3 4 5		Section Total
	Detailed discussion of incorporating work-based learning/work experience for youth clients	1 2 3 4 5		
Technology, Data, and Reporting Reference Questions in Scope of Work	Experience and understanding of VOS; plans for accurate and timely data reporting	1 2 3 4 5	Up to 10 points possible →	Section Total
	Use of technology to expand the reach of the AJC	1 2 3 4 5		
	Strategies to meet LWDA performance goals	1 2 3 4 5		

PROPOSAL NUMBER

SCORING SECTION	CRITERIA	POINT VALUE Circle corresponding score 1 lowest and 5 highest	
Budget and Fiscal Review Reference Questions in Scope of Work	Discussion of management of pass-through payments	1 2 3 4 5	
	Proposed Budget	1 2 3 4 5	
	Detailed discussion the bidder's fiscal/accounting, monitoring, payroll, information gathering, and reporting systems	1 2 3 4 5	
	Detailed discussion of how bidder will manage a cost reimbursement contract and verification that it can absorb and cover, if necessary, the costs incurred not only during start-up but also during other periods, as they may occur, during the course of the contract	1 2 3 4 5	
	Detailed description of the organization's back office capabilities that it will leverage to reduce administrative costs to the WIOA budget	1 2 3 4 5	
	Experience using VOS to track direct costs/pass-through payments	1 2 3 4 5	
		Up to 30 points possible →	Section Total

Bidder's Total Score

PROPOSAL NUMBER

SCORER'S SIGNATURE

DATE