

EXECUTIVE COMMITTEE



ACTION ITEM 1.4

SUBMITTAL DATE: June 17, 2009

SUBJECT: Approval of Web-Based Business Management System

RECOMMENDATION: That the Workforce Development Board (WDB) Executive Committee approve the Riverside County Economic Development Agency (EDA) Workforce Division's funding request for a \$60,000 one-time license fee and total annual costs of \$9,000 for Program Year (PY) two and three, to purchase a Web-Based Business Management System designed by Executive Pulse, Inc. , a private for-profit company based in Erie, PA.

Background:

The mission of the WDB is to provide leadership to the workforce development system in Riverside County by supporting economic development and talent management. The WDB oversees the Workforce Division programs of EDA, whose goals include encouraging business growth, building a positive business climate, developing a trained workforce, and ensuring that companies have ongoing access to an ample and globally competitive workforce. The Business Solutions Team provides services and resources to businesses that are designed to help them stay, grow and thrive in Riverside County. To ensure quality services are delivered to businesses, EDA sought opportunities to update its manually operated method of business management through the procurement of a 21st century web-based system.

On April 13, 2009, a Request for Proposal (RFP) was released to solicit bids for a web-based business management system designed to centralize the management of business services and resources into one comprehensive, user-friendly database that allows for communication, collaboration, tracking and reporting outcomes between business solutions team members and partnering organizations. Based on the overall evaluation of the RFP submitted, Executive Pulse, Inc. has been selected to provide the web-based business management system.

Executive Pulse, Inc. will customize the business management tool to meet EDA Workforce Division's needs to foster communication and cooperation among the myriad economic, community and workforce development organizations at all levels. The Principals of Executive Pulse, Inc. have a combined 25+ years experience operating and managing successful business retention and expansion programs, with over 5,000 active users of its program throughout North America, including a number of California-based clients in Sacramento, San Jose, San Joaquin Valley, Santa Clarita, Colton, Corona, San Bernardino and Santa Ana.

Executive Pulse submitted five (5) such client references to which the company has provided a similar web-based system. Some of which are other local workforce investment areas. Each Vendor, having been contacted by the EDA Workforce Division, expressed overwhelming satisfaction with the Executive Pulse system.

Costs for Program Year (PY) one (7/1/2009 - 6/30/2010) consist of a one-time licensing fee of \$60,000 which provides for unlimited use and users, and includes normal and customary modifications. After the initial year, annual recurring costs for PY two and three total \$9,000 (\$4,500 for PY 2010-2011 and \$4,500 for PY 2011-2012) and include document management services, ongoing system customization, normal/customary system and version upgrades, unlimited remote training via GoToMeeting® technology, technical support, web hosting and trouble shooting. Should EDA elect to extend the three year project term beyond 2012, year four costs have been negotiated at \$5,500, year five costs at \$6,500, and \$7,000 for year six costs and beyond.

EXECUTIVE COMMITTEE Date: Approval: Yes/No	BOARD OF SUPERVISORS CONCURRENCE Required: Yes/No
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