

Audit and Accountability Committee



Pre-Solicitation Briefing for Temporary Staffing Services

Date: March 17, 2020

Presented by: Troy Elliott, CPA, Deputy Chief Financial Officer

Background

- Pre-solicitation briefing on Temporary Staffing Services in January 2020
- Identified expenditure of federal funds on upcoming contracts
- February 2020 briefing on the Federal Office of Management and Budget (OMB) Super Circular guidelines for federally funded City contracts
 - Impacts application of City's Local Preference Program

Overview

- Organizations receiving federal funds are subject to the procurement guidelines under the OMB Super Circular
 - Prohibits use of geographical preferences in awarding contracts
 - Restricts application of the City's Local Preference Program
- Temporary Staffing Services identified as the first annual contract where federal grant funds limit application of the Local Preference Program
- Finance identified options and a recommendation for procurements going forward where both federal and non-federal funds are expended



Temporary Staffing Services

All respondents to previous solicitation met the definition of a Local Business

| RFP for Temporary Labor Personnel Services Score Summary | Maximum Points | Frio Nevada Corporation 1400 West Avenue San Antonio, TX 78201 | AWARDED | AWARDED | AWARDED | AWARDED |
|---|----------------|--|--|---|---|---|
| | | | Human Capital International, LLC dba Integrated Human Capital 1100 NW Loop 410, Suite 102 San Antonio, TX 78213 | Labor on Demand Inc. 4241 East Pinedas Drive #160 San Antonio, TX 78228 | Stability Staffing and Consulting, LLC 10823 Red Musket Trail San Antonio, TX 78246 | Tri-Starr Group 121 Interpark Blvd., #108 San Antonio, TX 78218 |
| A - Experience, Background, Qualifications | 30 | 19.20 | 20.60 | 24.20 | 20.80 | 27.20 |
| B - Proposed Plan | 15 | 10.40 | 12.00 | 10.20 | 10.20 | 12.40 |
| A - B Sub-Total | 45 | 29.60 | 32.60 | 34.40 | 31.00 | 39.60 |
| C - Price | 20 | 16.92 | 19.47 | 17.18 | 18.29 | 14.42 |
| D - SBEDA Program | 20 | 10.00 | 20.00 | 20.00 | 20.00 | 20.00 |
| E - Local Preference Program | 10 | 10.00 | 5.00 | 10.00 | 10.00 | 10.00 |
| F - Veteran-Owned Small Business Preference Program | 5 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| TOTAL SCORE | 100 | 66.52 | 77.07 | 81.58 | 79.29 | 84.02 |
| RANK BASED ON TOTAL SCORE | | 5 | 4 | 2 | 3 | 1 |

Temporary Staffing Services (continued)

- Current market demonstrates competition from both national and local firms
- Research with national firms indicated contract would be serviced through local offices
- City's Central Vendor Registry and South Central Texas Regional Certification Agency indicate large number of local, small, minority owned firms to provide these services
- Strong local presence

Solicitation Options


Evaluated options for soliciting contracts, such as Temporary Staffing Services, where both federal and non-federal funds may be utilized:


- Two solicitations issued
- LPP applied for non-federal funding requirements
- LPP not applied for federally funded requirements

- One solicitation issued
- Two sets of evaluation criteria
- LPP applied for non-federally funded requirements
- LPP not applied for federally funded requirements

- One solicitation issued
- LPP not applied

Recommendations

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- When a combination of federal and non-federal funds are utilized, recommend one solicitation be issued without application of City's Local Preference Program

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- Implement recommended approach for:
 - Temporary Staffing Services
 - Future discretionary solicitations where both federal and non-federal funding is utilized

Questions?

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