

**GOVERNMENT OF
THE VIRGIN ISLANDS OF THE UNITED STATES**

**Request for Proposal – Negotiation
Professional Services**

To:

Date: September 3, 2021

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RFP No. 058-T-2021 (P)

Pursuant to 31 V.I.C. 236 (i) and Rules and Regulations thereunder issued, the Government of the Virgin Islands, hereinafter referred to as GVI, Department of Property and Procurement, shall receive proposals for the work described below. Proposals shall be received no later than **Monday, October 4, 2021 at 4:30 p.m.** Atlantic Standard Time.

DESCRIPTION OF WORK:

The Virgin Islands Department of Labor (VIDOL) is seeking a qualified workforce development firm to provide consulting, community outreach, and business services in accordance with the Workforce Innovation and Opportunity Act (WIOA) for the Department of Labor on the islands of St. Croix, St. John, and St. Thomas, US Virgin Islands.

This bid solicitation is fully supported by the Employment and Training Administration of the U.S. Department of Labor as part of awards totaling \$1,427,437 for Wagner Geyser and Workforce Investment Board activities.

NEGOTIATED PROCEDURES:

The Commissioner of the Department of Property and Procurement will appoint a Selection Committee to assist in the evaluation and selection of the Contractor. Accordingly, proposals shall be reviewed and rated on the selection criteria outlined in the **“Factors for Discussions.”** After reviewing and rating the proposals, the Committee will select for discussions from the firm/s or person/s **deemed to be the most highly qualified to provide the services herein required.** Discussions will be conducted with the firm or person so selected. The Committee may select to conduct discussions and/or oral presentations from the firm/s or person/s, not less than two (2) deemed to be the most highly qualified.

FACTORS FOR DISCUSSIONS

Selection criteria will include **(i)** Professional qualification, registration, and general reputation of principals of the firm or person; **(ii)** the extent to which the firm or person specializes in or has provided services of a type and scope similar to the hereunder; **(iii)** familiarity with the location (s) in which services will be performed; **(iv)** project approach and capability of meeting schedules; and **(v)** quality of performance on other similar projects. **Proposals will be evaluated according to the following criteria and weight at a minimum: (a) responsiveness of proposal (technical capability); (37 points); (b) proposer's qualifications (22 points); (c) proposer's experience (20 points); (d) cost proposal (bid price) (15 points); and (e) references (6 points).**

The Selection Committee may, at its option, request any or all proposers to participate in on-site or virtual interviews.

NEGOTIATION:

The Selection Committee shall recommend to the Commissioner **the highest qualified firm or person with whom a contract shall be negotiated as a result of the Committee's scores from the written proposals or discussions-oral presentations if conducted.** The Commissioner, with the assistance of the Selection Committee, shall attempt to negotiate a contract with such firm or person.

Should the Commissioner be unable to negotiate a satisfactory contract with the firm considered to be the most qualified, at a price, he determines to be fair and reasonable to the Government, negotiations with that firm will be formally terminated. Negotiations will then commence with the second most qualified, the third most qualified, or additional firms, in order of preference, and shall continue until an agreement is reached.

Anthony D. Thomas
Commissioner
Property and Procurement

INSTRUCTION TO PROPOSERS

A. NOTICE

RFP-058-T-2021 (P)- Qualified firms for Consulting, Community Outreach, and Business Services

Information provided in the scope of work is to be used only for purposes of preparing a proposal. It is further expected that each bidder will read the scope of work thoroughly, for failure to meet certain specified conditions may invalidate the proposal.

The Government of the Virgin Islands herein after referred to as GVI, reserves the right to reject any or all proposals or any portion thereof and to accept the proposal deemed most advantageous to GVI. The **price** shall not be the sole criterion of awarding this project. Scope and quality of work proposed and the ability of the bidder to complete this type of project shall also be considered.

Applicants are requested to submit proposals on the basis of the scope of work. Alternative proposals recommending new features and technology other than that requested in the scope of work will receive consideration providing such new features and/or technology is clearly explained. Any exceptions to the requirements requested herein must be clearly noted in writing and be included as part of the proposal.

The information contained herein is believed to be accurate but is not to be considered in any way as a warranty. Request for additional information clarifying the Scope of Work should be directed in writing to the **Assistant Commissioner of Procurement, Lisa Alejandro** at lisa.alejandro@dpp.vi.gov.

B. STATEMENT OF PURPOSE

To assist the Government of the Virgin Islands in meeting the requirement for the following services - **RFP-058-T-2021 (P)- Qualified firms for Consulting, Community Outreach, and Business Services**

The Contractor will provide assistance and tracking to ensure correctives measures put in place to clear findings are maintained. The Contractor will review the State Plan and provide updates as needed. The Contractor will attend VI WDB and committee meetings as needed. The Contractor will provide TEGL interpretation, guidance, and assistance in the development of the VI WDB Annual Report. The Contractor will perform other VI WDB Tasks as needed.

C. PROPOSE SCOPE OF WORK

Deliverable 1: WIOA Consulting

The Contractor will host weekly phone calls throughout each month. The Contractor will host at least (1) in-person or video conference meeting (using Zoom, Teams, or another electronic platform due to the COVID and travel restrictions) per month with VIDOL, VI WDB leaders, staff as needed. The Contractor will provide verbal and written feedback for improvement planning based on WIOA compliance and improvement agenda. WIOA consulting services will include the rewriting, editing, adjusting, and developing implementation strategies for the Unified State Plan. Contractor to provide TEGL Interpretation and review as new guidance is published. The Contractor will provide guidance and consultation to clear USDOL Findings. The Contractor will provide assistance and tracking to ensure correctives measures put in place to clear findings are maintained. The Contractor will review the State Plan and provide updates as needed. The Contractor will attend VI WDB and committee meetings as needed. The Contractor will provide TEGL interpretation, guidance, and assistance in the development of the VI WDB Annual Report. The Contractor will perform other VI WDB Tasks as needed.

Deliverable 2: System Branding, Marketing and Promotion

The contractor will assist with website, collateral and other forms of marketing utilized by VIDOL to promote programs, services, and events. This can be any or all of the following:

- Webinars
- Zoom Events
- Registrations
- Flyers
- Brochures
- Podcast Recordings
- Radio Ads
- Contractor will host monthly Employer webinars designed to educate & engage businesses in the local job market/economy and the range of services available through the local One-Stop delivery system.
- Contractor will be responsible for the development of the annual Governor's Workforce Summit, Semi-Annual VI Abroad Recruitment Initiative, and Labor Month schedule of activities, working with the Workforce Development Board, Employers, and VIDOL designated points of contact. Activities include identification of topics, speakers, activities, venues, accommodations, and required collateral materials.
- Contractor will be responsible for the Weekly Hot Jobs publication in the local newspaper, social media, or other media source as identified by VIDOL. Cost

for publishing will be at VIDOLs expense. Cost for production is incorporated herewith within this contract.

- Contractor will solicit, produce, and publish monthly Success Stories working in partnership with Employers, Service Providers, VIDOL Staff, Job Seekers, and Program Participants to be published on VIDOL website, radio, in print materials/collateral, and via social media. Information should be captured in video and audio formats for dissemination.
- Contractor will assist VIDOL with website, collateral and other forms of marketing utilized by VIDOL to promote programs, services, and events on an as needed basis. A preliminary calendar or schedule of events and marketing plan will be developed. All changes to agree upon schedule will be agreed to prior to being executed as meeting the deliverables outlined in this scope of work.

Deliverable 3: Employer Engagement & Business Relations

- A. The Contractor will hire and assign one on-island representative to assist VIDOL and the One Stop Provider with employer engagement via daily/weekly/monthly appointments, phone calls, emails. The representative will coordinate efforts with VIDOL and/or Provider internal Business team.
- B. The Contractor will maintain existing employer relationships and include One Stop Provider in calls and meetings, as needed.
- C. The Contractor will focus employer outreach activities on activities related to education and job development for key demographics, specifically:
 - Education and Engagement for:
 - New Businesses Registered with DLCA
 - New Businesses Registered with RT Park
 - New Businesses Registered with the EDC
 - Job Development for Key Demographics:
 - Veterans
 - Transitioning Military Service Members
 - Military Spouses
 - Job Seekers with Differing Abilities/Persons with Disabilities
 - Job Seeker receiving public assistance through DHS
 - Older Workers (job seekers 55+)
 - Returning Citizens (ex-offenders)
 - Out-of-School Youth (18-24)
 - Establishment of Registered Apprenticeship Programs
 - Virgin Islander's Living Abroad
- D. The Contractor will provide detailed notes on all business engagement activities within the agreed upon customer relationship management (CRM) program utilizing the standard format developed for the VIDOL Unified

Business Engagement Team. All notes must be entered and updated daily according to level of activity.

- E. The Contractor will focus employer outreach activities on particular areas of need such as the benefits of hiring Reentry Citizens and establishing Apprenticeship Programs.

Business Services Performance Metrics

While WIOA local workforce development area performance metrics haven't been finalized federally, VIDOL will track the following performance metrics for the VIDOL American Job Center Business Services Team:

1. Business Served – An annual goal has been set for the VIDOL American Job Center Business Services Team to serve a minimum of 100 individual businesses. The Contractor through their efforts will assist in the attainment of this team goal.
2. Services Provided to Businesses – An annual goal has been set for the VIDOL American Job Center Business Services Team to provide a minimum of 200 services to businesses. The Contractor through their efforts will assist in the attainment of this team goal.
3. On-Site Recruitments – An annual goal has been set for the VIDOL American Job Center Business Services Team to host a minimum of 12 hiring events and job fairs. The Contractor through their efforts will assist in the attainment of this team goal.

The VIDOL American Job Center Business Services Team, which includes Contractor, will provide services that primarily contribute to these performance metrics and will be responsible for tracking these metrics quarterly.

Deliverable 4: Public Housing Outreach

- A. The Contractor will hire and assign one dedicated on-island representative to assist VIDOL and the One Stop Provider with engagement and relationship building within the Public Housing Communities
- B. The Contractor will supply monthly updates of job postings within the local Public Housing Communities.
- C. The Contractor will host an onsite How-to forum at a different local housing authority community center informing job seekers on the process of applying for a job at VIDOL including relevant information.
- D. The Contractor will include mobile contact information collection for each attendee of a workshop for future real time communication between job seekers, VIDOL and employers. At minimum contact information should be collected for five hundred (500) job seekers from within the public housing communities.
- E.

The term of the project shall be one (1) year; with a one (1) year option to renew.

D. TIMETABLE


Last Day for Written Clarification is Monday, September 20, 2021 at 12:00 noon
Atlantic Standard Time.

E. SUBMISSION OF PROPOSAL

All interested parties shall submit ***one (1)*** electronic copy of proposals, which are to be delivered to the Department of Property and Procurement no later than **Monday, October 4, 2021 at 4:30 p.m.** Atlantic Standard Time.

Electronic submissions must include the Company's Name – Solicitation Number and Due Date in the Subject Line of the email. For Example, ABC Company, Inc. – RFP No. 001 – T-2020(P) – March 16, 2020.

The First Page of each electronic submission must also include Company's Name – Solicitation Number and Due Date. The second page of each electronic submission must only contain the following words in red font: **"CONFIDENTIAL BID SUBMISSION"**

	To	ebids_proposals@dpp.vi.gov
	Cc	
	Bcc	
Subject ABC Company, Inc.-RFP-033-T-2020 (P)- May 22, 2020		

All electronic submissions must be received at ebids_proposals@dpp.vi.gov no later than the date and time listed in each advertisement. There will be no exceptions.

F. WITHDRAWALS OF PROPOSAL

A proposal may be withdrawn at any time prior to the time specified as the closing time for acceptance of proposals. However, no proposal shall be withdrawn or canceled for a period of thirty (30) days after said closing time for acceptance of proposals, nor shall the successful provider withdraw, cancel, or modify the proposal, except at the request of GVI after having been notified that GVI has accepted proposal.

G. INTERPRETATION OF SPECIFICATIONS

If any person contemplating submitting a proposal requires clarification of any part of the scope of work, he/she may submit to the GVI a written request for an interpretation thereof to the **Assistant Commissioner of Procurement, Lisa Alejandro** at **lisa.alejandro@dpp.vi.gov**. GVI will not respond to questions received after the above established date. The person submitting the request will be responsible for its prompt delivery. Any interpretation of the scope of work will be made in writing to all prospective providers. Oral explanations will not be binding.

H. CONSIDERATION OF PROPOSAL

The Commissioner of Property and Procurement shall represent and act for GVI in all matters pertaining to the scope of work and contract in conjunction therewith. **This RFP does not commit GVI to the award of a contract or pay of any cost incurred in preparing and submitting proposals in anticipation of a contract. GVI reserves the right to reject any or all proposals and to disregard any informality and/or irregularity in the proposal when, in its opinion, the best interest of GVI will be served by such action.** Proposals failing to provide some of the items in the scope of work shall not be rejected per se, but any deviations from the scope must be clearly noted.

I. ACCEPTANCE OF PROPOSALS

GVI will notify in writing acceptance of one of the proposals. Failure to provide any supplementary documentation to comply with the respondent's proposal may be grounds for disqualification.

J. CONTENTS OF PROPOSAL

The following is a list of information to be included in the written proposal. The documents listed under this section are required for submission of a proposal in response to this RFP, and failure to comply with any requirement as outlined may disqualify the respondent.

1. Organization:
 - a. Introductory letter about the respondent:
 - i. Name, address, email, and telephone numbers.

- ii. Type of service for which individual/firm is qualified.
 - b. Provide a list of staff available for the project (Local & Off-Territory)
 - c. Current Business License or state register for the services being advertised. All bidders bidding as a Joint Venture must be licensed as a Joint Venture in the US Virgin Islands
 - d. Current trade name registration certification; if applicable
 - e. Certificate of Good Standing dated July 1, 2021, or later
 - f. Articles of Incorporation (For Corporations) or Articles of Organization for (LLC's) or Statement of Qualification (Limited Partnerships), if applicable.
 - g. Corporate Resolution or equivalent identifying the person who is authorized to act for the respondent with respect to this RFP.
2. Sub-Contractors:
 - a. Provide listing of Sub-Contractors that shall be retained for this project including phone numbers.
 - b. Provide what percentage of work will be sub-contracted.
3. Staffing:
 - a. Provide a listing of staff available for the project.

Discuss how the Respondent would propose to staff this project. Key project team members shall be identified by name, title, and specific responsibilities on the project. An organizational chart for the project team and resumes for key Respondent personnel shall be included. Personnel will be an important factor considered by the review committee. Changes in key personnel may be cause for rejection of the proposal.
4. Project Experience:
 - a. Provide a list of projects performed within the last three (3) years. Include a brief description of the work performed and cost of each project.
 - b. Provide a list of projects currently being performed. Include a brief description of the project and percentage completed.
5. Project Approach:
 - a. The respondent applying to this solicitation will describe how you will approach this project and availability to perform the services requested.
6. References Letters: 3 letters minimum related to the projected being solicited. To obtain maximum allotted points, each letter must:

- a. Include information about past performance on similar project from authorized representative;
- b. Include a working telephone number; and email address to be contacted; and
- c. Notarized.

7. Proof of Sam.Gov registration

8. **A Cost Proposal** - Prospective respondents should submit an estimate of project costs. Do NOT use "TBD" (to be determined) or similar annotations in the cost estimates. The GVI is asking prospective respondents to estimate costs for all categories with the understanding that they may have to make assumptions. Such assumptions should be stated. Failure to fully provide cost and work effort estimates may lead to elimination. The prospective respondent's Pricing Proposal structure must be aligned with the prospective vendor's work plan. The GVI will use the prospective respondent's Pricing Proposal structure as the basis for a Payment Schedule. A prospective vendor's initial offer should be based on the most favorable terms available. The GVI may, however, have discussions with those prospective respondents that it deems, in its discretion, to fall within a competitive range. It may also request revised pricing offers from such prospective respondents and make an award and/or conduct negotiations thereafter. The Cost Proposal Should contain the following:

1. A detailed breakdown by man-hours and duration for each task.

K. CONFLICT OF INTEREST

A proposer filing a proposal hereby certifies that no officer, agent, or employee of GVI has a pecuniary interest in this proposal or has participated in contract negotiations on behalf of GVI; that the proposal is made in good faith without fraud, collusion, or connection of any kind with any other Bidder for the same request for proposals; the respondent, is competing solely on its own behalf without connection with, or obligation to, any undisclosed person or firm.

L. ACCEPTANCE OF CONTRACT TEMPLATE AND OTHER TERMS AND CONDITIONS

By submitting a proposal in response to this RFP, the respondent agrees to accept the boilerplate terms and conditions of the Government's standard Professional Services Contract, a copy of which is attached to this RFP, if the respondent is selected for award.

**M. MANDATORY LIST OF REQUIRED SUPPORTING DOCUMENTS TO
CONTRACT WITH GOVERNMENT OF THE VIRGIN ISLANDS**

1. See Attached.

THE DOCUMENTS IN THE ATTACHMENT WILL BE REQUIRED FOR
APPROVAL OF THE CONTRACT WITH THE SUCCESSFUL
RESPONDENT.



List of Required
Docs.09.17.2018.pdf