



Pinellas County

Staff Report

File #: 22-1036A, **Version:** 1 **Awarded by BCC 3/28/2023**

Agenda Date: 3/28/2023

Subject:

Ranking of firms and agreements with 22nd Century Technologies, Inc., Abacus Service Corporation, Personnel Solutions Plus, LLC., and Sign-In Solutions, Inc. for staff augmentation services.

Recommended Action:

Approval of the ranking of firms and agreements with 22nd Century Technologies, Inc. (TSCTI), Abacus Service Corporation (Abacus), Personnel Solutions Plus, LLC. (PSP), and Sign-In Solutions, Inc. (Sign-In) for requirements of staff augmentation services.

- This contract provides temporary staffing services from local and national firms to the Unified Personnel System to augment the County's workforce with contracted labor.
- The total contract award in the amount of \$18,000,000.00 for a five-year term.
- Nineteen submissions were received and evaluated, and TSCTI, Abacus, PSP, and Sign-In deemed the highest ranked firms and are recommended for award by the Human Resources Department.
- Funding is derived from various requesting departments' operating budgets and may include Federal Emergency Management Agency federal grant dollars.
- The markup percentages on this contract has decreased on average 10-15% as compared to the current contract; however, market wages have increased therefore overall pricing will remain about the same compared to the current contract

Contract No. 22-0591-P in the annual amount of \$3,600,000.00 for a five-year total contract value of \$18,000,000.00 effective April 2, 2023 through April 1, 2028; Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

Strategic Plan:

Create a Quality Workforce in a Positive, Supportive Organization

1.1 Recruit, select, and retain the most diverse and talented workforce

Summary:

This contract provides the Unified Personnel System (UPS) with staffing augmentation services with multiple national and local firms. Staff augmentation services are used to manage periods of increased workload, peak demands, special projects, seasonal needs, or to provide workers on an immediate basis that may otherwise require a lengthy recruitment process. Services include all necessary functions for placing and maintaining staff within assigned County departments.

Departmental labor requests are submitted to Human Resources for review, analysis, and approval. Temporary positions are fulfilled based on current County equal employment opportunity categories pricing with a multiplier rate added.

Background Information:

A Request for Proposal was released by the Purchasing and Risk Management Division on August 5, 2023, resulting in nineteen (19) submissions. After evaluation of the proposals by the evaluation committee, HR recommended award to the four (4) highest ranked firms, TSCTI, Abacus, PSP, and Sign-In. Four firms were selected for award to provide greater reach to national and local talent search.

Fiscal Impact:

Estimated five-year expenditure not to exceed: \$18,000,000.00

Annual estimated amount: \$ 3,600,000.00

Funding is derived from various requisitioning departments' operating budgets and may include FEMA federal grant dollars.

Staff Member Responsible:

Kimberly Crum, Director, Human Resources

Merry Celeste, Division Director, Purchasing and Risk, Administrative Services

Joe Lauro, Director, Administrative Services

Partners:

N/A

Attachments:

Services Agreements (4)

Ranking