



# Pinellas County

## Staff Report

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**File #:** 22-1351A, **Version:** 1

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### **Subject:**

Ranking of firms and agreements with the six highest-ranked firms for requirements of information technology staff augmentation (temporary staffing) services.

### **Recommended Action:**

As requested by Business Technology Services (BTS), approve the ranking of firms and agreements with the six highest ranked firms to provide Information Technology (IT) staff augmentation (temporary staffing) services:

- 1.) 22nd Century Technologies, Inc.
- 2.) Computer Aid Inc.
- 3.) Image Technology Resources Corp d/b/a IT Resources
- 4.) Serigor, Inc.
- 5.) SoftSages, LLC d/b/a SoftSages Technology
- 6.) US Tech Solutions, Inc.

- This item was deferred from the June 21, 2022 Board meeting under agenda item no. 15. The item was deferred to add a range of potential rates for each firm based on market conditions and requirements of BTS at the point of engagement.
- These agreements provide IT staff augmentation (temporary staffing) services and project-based IT staff services on an as-needed and funded basis for BTS in support of BTS provided services and customer department needs.
- These agreements provide the ability to staff a vacant position/project need quickly in effort to maintain operations, project schedules, and or increase capacity on a short-term basis using payroll lapse (or project funding) from budgeted vacant position assignments.
- Sixty-four firms submitted proposals; the six highest ranked firms are recommended for award by the BTS Department.
- Temporary staffing rates are based upon market conditions and the skillset required for the particular engagement. Each engagement will have a fixed rate for the duration of the engagement.
- The contract has a term of five years with a total expenditure of \$5,000,000.00.
- This contract replaces a current contract that will expire on September 20, 2022.

Contract No. 22-0120-P(JJ); in the not-to-exceed annual amount of \$1,000,000.00 for a five-year contract value of \$5,000,000.00; Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

### **Strategic Plan:**

Deliver First Class Services to the Public and Our Customers

5.3 Ensure effective and efficient delivery of County services and support

**Summary:**

This contract will provide IT staff augmentation services and project-based IT staff services on an as-needed basis for BTS.

BTS will issue task orders for each specific resource request including a description of the skills required, duration of the assignment, approximate hours associated on a project, general roles and responsibilities. Each task order is subject to price quotation with firms associated with this contract based on areas of corporate expertise.

Typically, contract assignments range from three (3) weeks to six (6) months; while not exceeding eighteen (18) months.

**Background Information:**

On December 3, 2021, the Purchasing and Risk Division, on behalf of BTS, released a Request for Proposal (RFP) with the intent of selecting firms to provide IT staff augmentation services. Sixty-four (64) responsive submittals were received. After evaluations, the BTS Executive Leadership Team selected the six highest ranked firms.

Firms in rank order are attached on the ranking spreadsheet.

This contract replaces a current contract that is expiring on September 20, 2022.

**Fiscal Impact:**

Estimated five (5) year expenditure not to exceed \$5,000,000.00

Funding is available and derived from the Business Technologies Fund.

**Staff Member Responsible:**

Jeffrey Rohrs, Chief Information Officer, Business Technology Services  
Merry Celeste, Division Director of Purchasing & Risk Management  
Joe Lauro, Director, Administrative Services

**Partners:**

N/A

**Attachments:**

Ranking Spreadsheet  
Services Agreement (6)