

Competitive Procurement 3A:

Workforce Procurement Introduction, Standards & the
LWDB's Role in Procurement

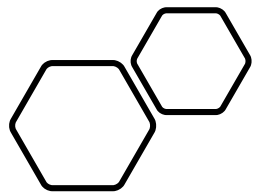
Module 3A of GSETA's Local
Governance Policy Training Series



Training Series

Number	Title
Module 1	Introduction to Local Governance Policy
Module 2	The Local Workforce Development Board
Module 3	Competitive Procurement 3A: Workforce Procurement Introduction, Standards & the LWDB's Role in Procurement
	Competitive Procurement 3B: Competitive Procurement Process
	Competitive Procurement 3C: Procurement Monitoring & RFP Best Practices
Module 4	Competitive Procurement: Evaluating Proposals
Module 5	Setting Up Clear Agreements





Application Guide

As you go through this training, you will see these icons which indicate a prompt for reflection. You can:

1. Pause the training and do the prompt, OR
2. Complete the training and then go through the guide.



Agenda

Welcome/
Introduction

Partnership
Services vs.
Procurement
Services

Wrap Up

Workforce
Procurement
Introduction

LWDB's Role
in
Procurement

Objectives



Define competitive and noncompetitive procurement and summarize the importance of a competitive procurement process.



Recall WIOA procurement requirements and procurement policy standards.



Identify the services that must be procured.



Explain the role of the LWDB in the procurement process.

Workforce Procurement Introduction

Workforce History, Methods & Process of Procurement, &
Importance of Competitive Procurement

Workforce History



1998

Workforce Investment Act (WIA) signed into law.

Workforce Innovation & Opportunity Act (WIOA) signed into law.

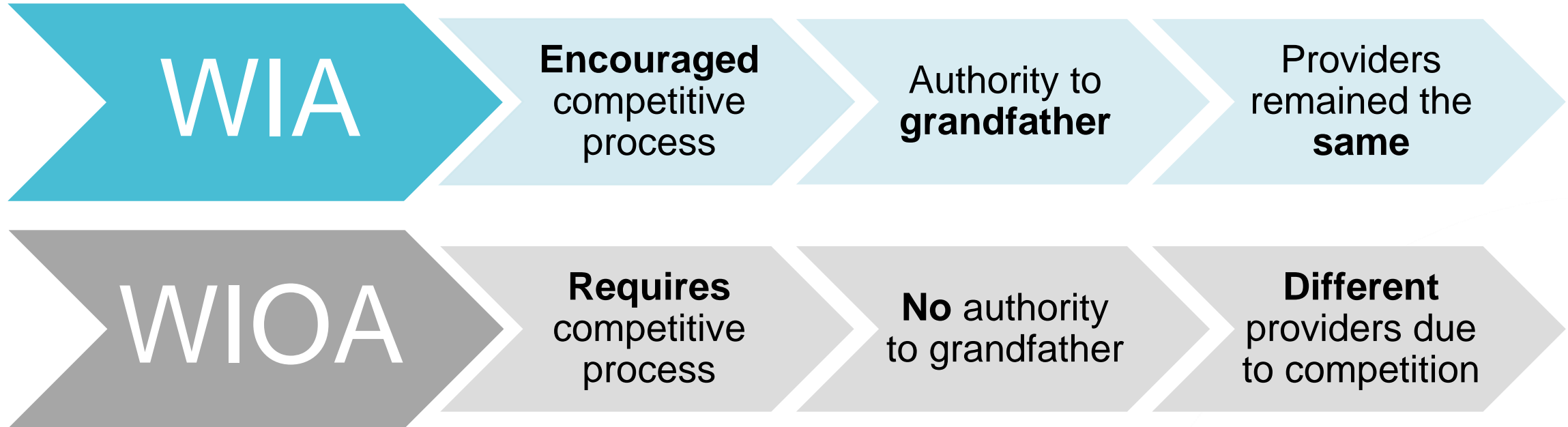


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Major Changes as a Result of WIOA

- Strengthen LWDB's governance role to:
 - Create separation from operations
 - Provide oversight
 - Ensure accountability of service delivery
 - Competitively procure services providers

Background on Procurement



US DOL TEGL 4-15:
Vision for the One
Stop Delivery System
under WIOA

WIOA Final Joint
Rule, Section
678.600, and WIOA
law, Section 121

US DOL TEGL 16-16:
One Stop Operations
Guidance for the
American Job Center
Network

Competitive Procurement



Competitive Procurement

- Involves opening the process to proposals to obtain best value and evaluating those proposals.
- Competitive procurement requirements can be dependent on the size of the purchase as well as the source of funds.

Uniform Guidance: 20
CFR 679.370 (I)

Uniform Guidance: 2
CFR 200, 2 CFR
200.319-320, and 2
CFR 2900

Noncompetitive Procurement



Noncompetitive Procurement

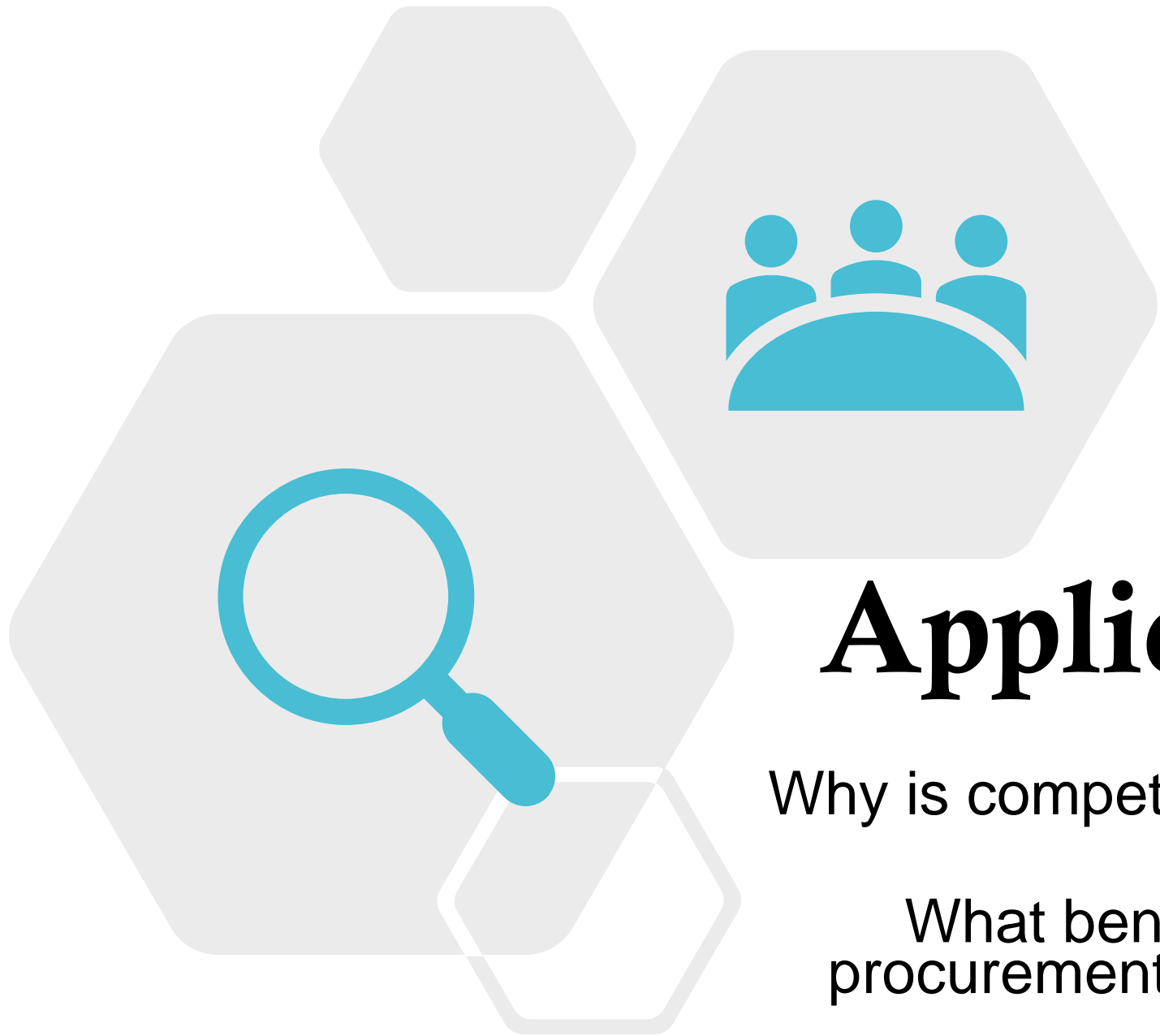
- Sometimes called “sole source” is when a buyer (LWDB) selects the provider or limits the providers that can submit proposals.
- Certain criteria must be met for a LWDB to use “sole source” procurement.
 - In public exigency or emergency
 - When competition is deemed inadequate

Uniform Guidance: 20
CFR 679.370 (I)

Uniform Guidance: 2 CFR 200,
2 CFR 200.319-320, and 2
CFR 2900

Competitive Procurement Process



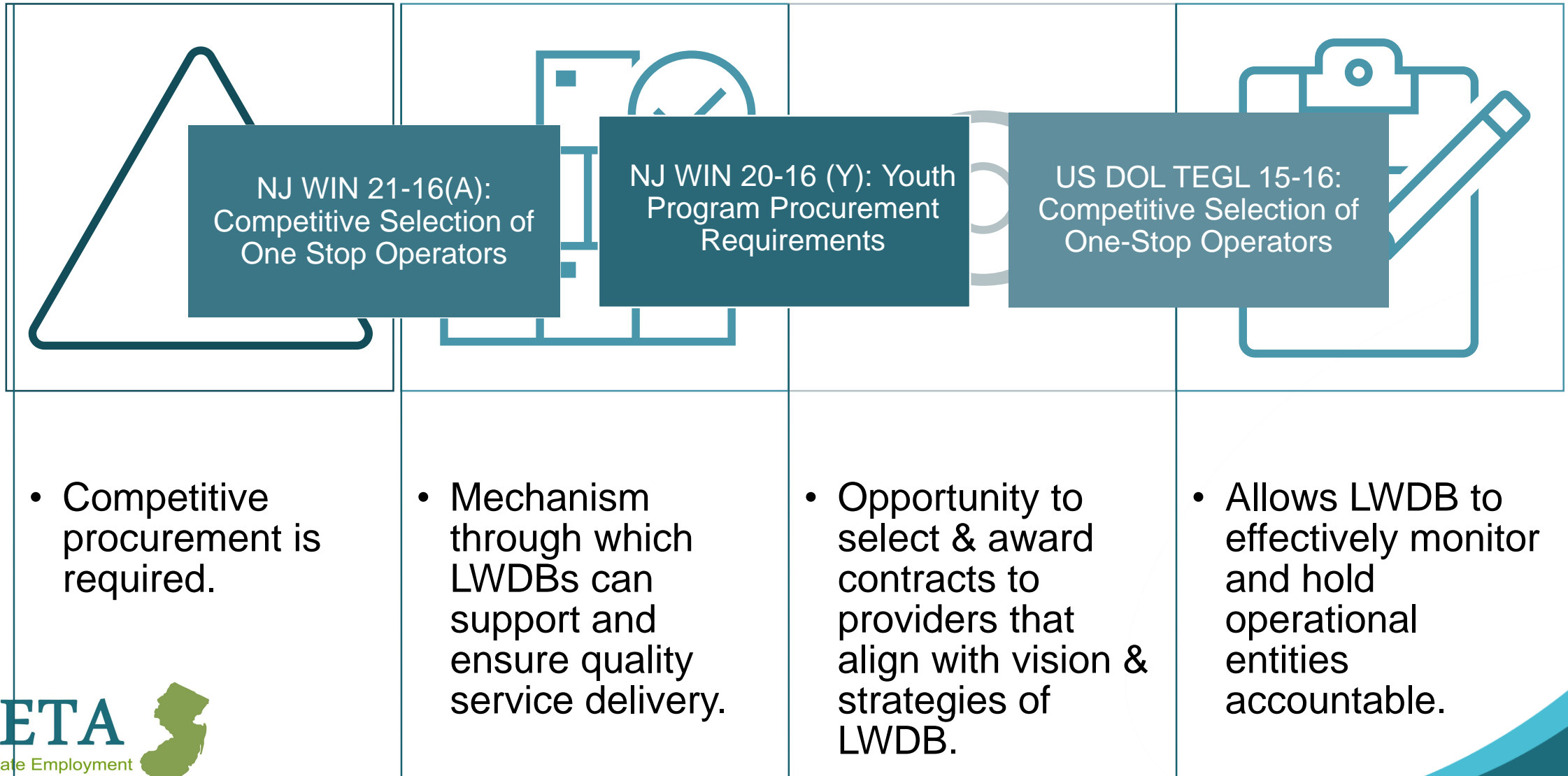


Application Guide

Why is competitive procurement important?

What benefits does a competitive procurement process afford an LWDB?

Importance of Competitive Procurement



Procurement Policies & Procedures



Any procurement procedures or policies must be written.

Must outline promotion of full and open competition.

Outline ethical practices & standards of conduct.

Uniform Guidance:
20 CFR 679.370 (I)

Address promotion of transparency and the Sunshine provision

Identify the recordkeeping of full procurement history.

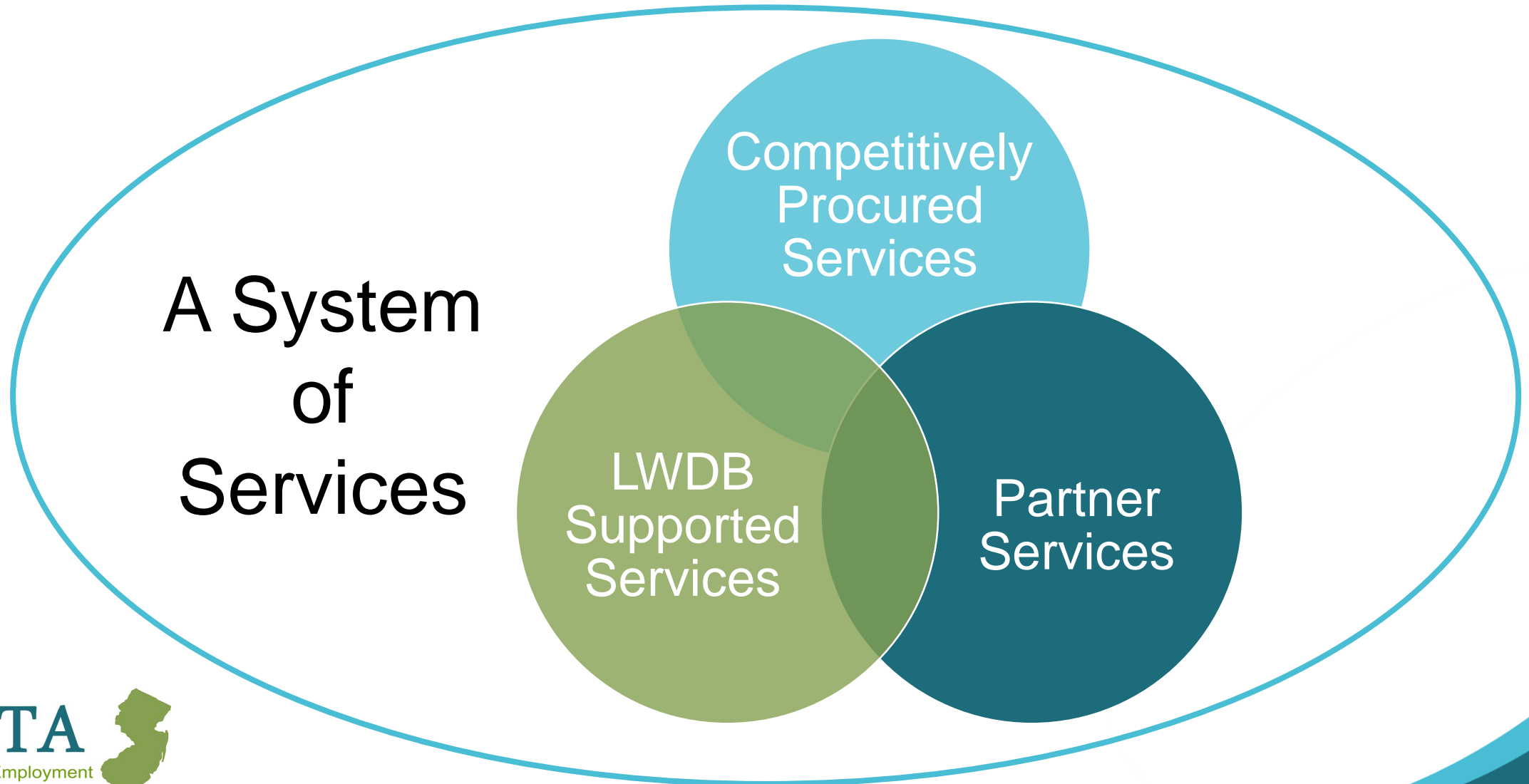
Uniform Guidance: 2
CFR 200, 2 CFR
200.319-320, and 2
CFR 2900

US DOL TEGL 15-16:
Competitive Selection of
One-Stop Operators

Developing a System of Services through Partnership and Procurement

Services LWDBs must procure & WIOA/NJ DOL Procurement
Requirements

Developing a System of Services



To Procure or Not to Procure?

NJ WIN WD-PY21-6:
Local Governance under
WIOA



One Stop Operator



Trade Adjustment Assistance Act



One Stop Title 1 Career Services



Title 2 - Adult Ed. & Literacy Act



One Stop Title 1 Youth Services



Wagner-Peyser Act Employment Services

Procurement Requirements: One Stop Operator

- Competitively procured every 2 years.
- If after satisfactory approval from LWDB after first 2 years, up to two 1-year extensions may be offered.
- *Extension may not exceed 4 year limit set by WIOA*



US DOL TEGL 15-16:
Competitive Selection of
One-Stop Operators

Procurement Requirements: One Stop Career Services

- Competitively procured every 2 years.
- If after satisfactory approval from LWDB after first 2 years, up to two 1-year extensions may be offered.





Procurement Requirements: One Stop Youth Services

- Competitively procured every 2 years.
- If after satisfactory approval from LWDB after first 2 years, up to two 1-year extensions may be offered.
- LWDBs must identify youth providers based on criteria established in the State Plan. Refer to NJ WIN 20-16 for the specifics.
- LWDBs do not need to procure all 14 youth elements but rather they can develop partnerships or be direct providers.

LWDB's Role in Procurement

Governance entities involved in procurement

Governance Roles Involved in Procurement



Chief Elected
Official (CEO)



*Designates
Fiscal Agent*

*Shared
Governance*

Local
Workforce
Development
Board (LWDB)

Operations

*Designates
Fiscal Agent*

Fiscal Agent

LWDB
Hired Staff

LWDB
Committees

*Supports Fiscal
Oversight*

*LWDB Hired Staff and Committees
Support Board Responsibilities*

NJ WIN
WD-PY21-6:
Local Governance
under WIOA

Wrap Up

Key Takeaways, Application Guide, Technical Assistance
Registration & Resources/References

Key Takeaways

One-Stop Operators, One Stop Career Services, and One Stop Youth Providers must be selected through competitive procurement as required by WIOA.

Competitive procurement is a process which allows LWDBs to maintain strong business practices, ensure compliance with various regulations, and promote the best possible value, service and pricing in the sourcing of goods and services in the LWDA.

All governance roles can be leveraged to play a role in procurement, depending on your local structure and priorities.

Application Guide & Technical Assistance



Go through the prompts for reflection in your application guide.



Address outstanding questions with a WIOA Subject Matter Expert by registering for Technical Assistance. Click the link below or scan the QR code.

[Click Here to Sign Up for TA!](#)



The next module in the training series is focuses in more detail on the phases of procurement and RFP best practices.

References/Resources:

US DOL TEGL 4-15:
Vision for the One
Stop Delivery System
under WIOA

US DOL TEGL 16-16:
One Stop Operations
Guidance for the
American Job Center
Network

NJ WIN 20-16 (Y):
Youth Program
Procurement
Requirements

NJ WIN 21-16(A):
Competitive Selection
of One Stop
Operators

NJ WIN WD-PY21-6:
Local Governance
under WIOA

US DOL TEGL 15-16:
Competitive Selection
of One-Stop
Operators

Uniform Guidance: 2
CFR 200, 2 CFR
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GSETA

Garden State Employment
and Training Association



Thank You!