Washington Tech Workforce Coalition
Request for Proposal 2023-12-19

Introduction

Computing for All (CFA) and The Washington Tech Workforce Coalition (WTWC) have been selected to be the recipients of the U.S Department of Commerce's Economic Development Administration's Good Jobs Challenge – Washington Jobs Initiative grant of $4.875 million with the goal of placing 1,000 workers in technology roles across Washington State over two years.

WTWC will be the Information Technology and Cybersecurity sectoral partnership for Washington State and Computing for All will serve as the backbone organization. CFA and the Coalition will bring together partners and subcontractors to meet this goal.

On behalf of WTWC, CFA is sharing the Request for Proposal (RFP) to select subcontractors who will provide job training and job placements (Placement Providers).

Expected Timeline

- 2023-12-19: RFP opens.
- 2024-01-08: RFP closes. Review.
- 2024-01-15: Contact selected Placement Providers to discuss their specific placement and/or budget targets.
- 2024-01-29: Announce selected Placement Providers.
- 2024-02-05: Establish contracts with selected Placement Providers.
- Work is expected to begin February 5, 2024, or shortly thereafter.

Requirements

Computing for All requires that responses to this Request for Proposal:

- Are in accordance with the Computing for All Procurement Policy.
- Are in accordance with Uniform Guidance Procurement Standards at 2 CFR 200.317 – 200.327.
- Include completion of section below titled "Submission Content" and Training Program and Participation Performance spreadsheet.

Digital submissions must be received by 2024-01-08 11:59PM Pacific Time to the email address wji@computingforall.org as PDF or Microsoft Document Formats.

Recommendations

The following are recommendations to aid in formation of your proposal:

1. The focused role targeting training is OPEN. However, previous efforts have highlighted the following domains as high priority:
     o Cybersecurity
     o Data Analytics
     o Data Center Operations
     o Digital Marketing
     o IT, Cloud, and Networking
     o Project Management
     o Software Development
     o UI/UX
2. The recommended number of placements per applicant is between 50 and 300.
3. The recommended total cost per placement target is $3,000 per placement (proposed cost divided by proposed placements).

Review Criteria

Submission is in accordance with RFP requirements and recommendations, and is descriptive of:

1. An established organization.
2. An established training program.
3. Historical program success, including participant completion and job placement.
4. Historical employer relationships and commitments.
5. Current employer relationships and commitments.

Submission Content

Please provide the following information in your submission:

A. Organization:
- Organization name
- Organization address
- Legal status
- Mission statement
- Statement of commitment to Diversity, Equity, and Inclusion
- Authorized signatory name, title, and contact information
- Primary contact name, title, and contact information

B. Services to Be Offered
Please identify each service you propose to offer and give a brief description of each. Respond only for those services you propose to offer.

- Engagement of current employers for commitments to place candidates
- Outreach and recruiting of potential candidates
- Candidate screening, assessment, and selection into training
- Providing career navigation services

- Delivery of training for job placement
- Delivery of soft skills and career readiness training
- Providing candidate access to WIOA and other wraparound services
- Candidate job placement

C. Narrative

Please describe your history of success in delivering services similar to those you are proposing – 2 pages maximum.

D. Training Services

- Describe your strategy for recruitment:
    - Outreach to and recruitment of priority workers (see definition below)
- Describe the types of training offered:
    - Roles
    - Duration of training for each role
    - Typical path for candidates completing training (internship, apprenticeship, job placement, college, etc.)
    - Industry certifications (if applicable)
    - % of completions
- Describe your strategy for placement:
    - Engagement strategy with industry partners leading to placements
    - List of major industry partners
    - Cite annual placements in Tech roles for each of the past 3 years
        - Types of roles
        - % priority workers including BIPOC if applicable
        - % of enrollment
- Describe any wraparound services offered
- Describe methods to be used:
    - Outreach strategy to be used for candidates/job seekers
    - Screening and assessment methods
    - Strategies for candidate placement
    - Strategy to support our Pro-equity Anti-Racism plan which will provide access and opportunity to underserved and underrepresented populations
- Describe budget
    - Total cost and budget description

Contact

Please contact Michael Gan, Director of Development at Computing for All, for all inquiries at wji@computingforall.org.