

January 9, 2012

Blue Collar RFP Orientation Q&A

Q1: Have we determined the split for performance payments?

A2: No-it should be similar to this current year which is:

1. 45% Enrollment
2. 15% Successful Completion
3. 10% Credential Obtainment
4. 10% Day 1 Placement
5. 20% Day 30 Placement

Q2: What is the average earnings (time period)?

A2: The average earnings is are the total earnings in the 2nd quarter plus the total earnings in the 3rd quarter after exit divided by the number of clients who exit during the quarter. In other words is looks the earnings in the 6-8 months (depending on the exits date) after exit.

Q3: How should the providers report out of state workers for average wage?

A3: You don't. We do that behind scenes and you only have to report day 1, 30, 90 of employment.

Q4: Can proposer bring a past client to presentations to provide a testimonial?

A4: Yes. You may bring a past participant to presentations as part of your presentation.

Q5: In proposing in a collaboration/partnership, does the anyone have to be an ITA provider?

A5: No. There does have to a primary provider and the collaboration should be described in the proposal.

Q6: When do you have to submit separate proposals for different training component?

A6: Separate proposals need to be submitted when separate programs are being proposed. The example discussed was multiple occupations within the IT industry. If there is one curriculum touching on various topics within the IT field that all students will learn, then this is one program with one proposal. However, if there is one curriculum for Computer Programming and one curriculum for Call Centers, and these are taught separately to individuals in those designated classes, then this would be two separate programs with separate proposals.

Q7: In the RFP, one of the recommended components is long term training that is defined as longer than 39 weeks. Is this further defined by minimum hours? Can programs longer than 39 weeks, given on a part time basis be considered long term training?

A7: There is no minimum number of hours to be consider long term. However, if proposers submit for part time programs longer than 39 weeks, justification should be included as to why there is a need for part time versus full time programming.

Q8: Does this program allocate funds per individual or lump sum?

A8: Funds are awarded in a lump sum to serve a specific number of enrollments. Funds are not awarded to individuals.

The following is a list of e-mail addresses of all that attended the orientation:

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