

**INDIAN RIVER COUNTY
OFFICE OF MANAGEMENT AND BUDGET
PURCHASING DIVISION**

DATE: January 11, 2021

TO: BOARD OF COUNTY COMMISSIONERS

THROUGH: Jason E. Brown, County Administrator
Kristin Daniels, Budget Director

FROM: Jennifer Hyde, Purchasing Manager

SUBJECT: Award of Bid 2021008 for Temporary Staffing Services

BACKGROUND:

Bids were solicited to establish fixed pricing for temporary staffing services to be utilized as needed by various County departments. While not exclusive, award of this bid ensures both predictable pricing and eligibility for reimbursement when utilized for federally-funded activities. These services are separate from the Annual Day Labor agreement solicited on behalf of the Road and Bridge Division, as the requirements of that agreement are much more specialized.

The term of this award is through September 30, 2021, with two one-year renewals available, subject to vendor acceptance, satisfactory performance, and staff’s determination that renewal would be in the best interest of the County.

BID RESULTS:

Advertising Date:	October 11, 2020
Bid Opening Date:	November 4, 2020
Broadcast to:	84 Vendors
Replies:	41 Vendors

Fixed hourly pricing was requested for three categories of work anticipated to be needed. Eighteen bids were determined to be non-responsive for failing to provide one or more required items with the bid. The 23 responsive bids are detailed on the following table, with “NB” indicating the firm did not submit a bid for that category of work.

Bidder Name	Servicing Location	Administrative Support - General	Administrative Support - Advanced	Labor Support
Precision Staffing, Inc. DBA AP Recruiters and Associates	West Palm Beach	\$11.00	\$12.00	\$11.25
Hire Quest Direct	Stuart	\$14.00	\$19.50	\$12.75
A and Associates	West Palm Beach	\$13.50	\$15.25	\$13.50
Pacesetter Personnel Services	Tampa	NB	NB	\$14.44
Manpower	Vero Beach	\$16.63	\$18.62	\$14.63
Melissa Pappas, dba Athena Consulting	Gaithersburg, MD	\$14.64	\$19.52	NB
4 Best Business Corp	Fort Pierce	\$15.60	\$16.80	\$15.60
Complete Contract Consulting, Inc. DBA J&B Construction Services	Riviera Beach	\$16.20	\$20.25	\$14.85
Sylvian Analytics, Inc.	Boca Raton	\$20.05	\$22.35	\$15.12
Waterfield Florida Staffing, LLC DBA Action Labor & Staffing Connection	West Palm Beach	\$19.50	\$26.00	\$15.50
22nd Century Technologies, Inc.	McLean, VA	\$16.90	\$19.50	\$15.60
InstantServe, LLC	Wayne, PA	\$20.00	\$36.40	\$16.50
Cambay Consulting, LLC	Katy, TX	\$23.17	\$28.19	\$17.49
Compu-Vision Consulting, Inc.	North Brunswick, NJ	\$22.00	\$27.00	\$19.50
Diskriter, Inc.	Pittsburgh, PA	\$23.28	\$31.68	\$20.59
Superior Skilled Trades	Rockledge	\$18.76	\$23.22	\$21.00
Mobile Staff Solutions, Inc.	Brandon	\$21.00	\$27.00	\$22.00
Technostaff LLC, DBA HonorVet Technologies	Fairfield, NJ	\$18.00	\$28.00	\$22.30
Cogent Infotech Corporation	Pittsburgh, PA	\$37.80	\$47.25	\$24.30
Infojini, Inc.	Columbia, MD	\$27.23	\$31.56	\$25.32
KJ&J, LLC dba Spherion	Port St. Lucie	\$16.51	\$21.12	NB
Beacon Systems, Inc.	Coral Springs	\$21.00	\$27.00	NB
IOS Acquisition, LLC	New York, NY	\$22.00	\$28.00	NB

ANALYSIS:

The Human Resources Department has reviewed the bids and has determined Precision Staffing, Inc. DBA AP Recruiters and Associates, Hire Quest Direct, and A and Associates to be the lowest, responsive and responsible bidders.

SOURCE OF FUNDS:

Annual expenditures for temporary staffing services over the past three years were \$8,038 for FY2020; \$19,136 for FY2019 and \$93,657 in FY2018.

Most recently, the Community Development Department has been utilizing temporary staff that would be categorized as Administrative Support-Advanced to assist in CARES assistance application processing. The hourly rate paid for those staff is \$19.89, with the average bid rate of the three lowest priced bidders representing 40%, 2% and 23% decreases, for an average 22% decrease.

Funding for services under this agreement will vary by using department and funding source.

RECOMMENDATION:

Staff recommends the Board award Bid 2021008 to Precision Staffing, Inc. DBA AP Recruiters and Associates, Hire Quest Direct, and A and Associates, approve the sample agreement, and authorize the Chairman to execute the agreement after approval by the County Attorney as to form and legal sufficiency.

Attachment

Sample Agreement