



TRI-COUNTY WORKFORCE INVESTMENT BOARD, INC.

REQUEST FOR QUOTE

for

Strategic Planning and/or Business Planning Training

Proposals must be received no later than 4:00 p.m. EST March 12, 2008

ABSOLUTELY NO EXCEPTIONS

Tri-County Workforce Investment Board, Inc.
Pullman Commerce Center
112 Hollywood Drive, Suite 201
Butler, PA 16001

An Equal Opportunity Employer

The Tri-County Workforce Investment Board reserves the right to change any of the enclosed specifications as required by the United States Department of Labor and the Pennsylvania Department of Labor and Industry without prior notice to bidders. The Tri-County Workforce Investment Board, Inc. also reserves the right to reject or accept any and all proposals in whole or in part.

I. Introduction:

The Tri-County Workforce Investment Board, Inc. (WIB), serving Butler, Armstrong and Indiana Counties, and local employers are aware of the role manufacturing plays in the economy of the local area, the region and the nation. Manufacturing continues to be one of the key drivers of the local economy. As such, the WIB has partnered with the local manufacturing consortium in each of the counties to develop regional and local plans to assist manufacturers in remaining competitive in an ever changing global economy. The members in the partnership share the common focus of fostering more effective collaboration, training, and cost savings for the industry by developing a network to share information and resources to strengthen the manufacturing cluster.

II. Abstract and Goal:

Through the consortia's strategic planning process, the group identified several areas of training to enhance the skill set of incumbent workers. For the intent of this quote, the area of training is that of Strategic Planning and/or Business Planning. Some specific learning objectives for the areas within this training that have been identified are:

- Understand the Lifecycle of "Living" Strategic Plan / Business Plan
- Learn how to adjust the plan to reflect significant shifts in the Organizational environment
- Learn how to differentiate between a Mission Statement and Vision Statement
- Learn techniques for developing a Mission and Vision the staff can follow
- Learn how to develop Objectives for the Strategic Plan
- Learn how to develop an Action Plan to describe how to achieve the Objectives
- Understand the techniques for keeping the Strategic Plan alive in the organization

The format of the training should be outlined in the quote along with the credential/biographies of the speaker/instructor and all cost related to providing this training. For example, the format can be in a series of seminars and/or traditional classroom instruction. With this being a Tri-County effort, please include the capability of providing this training either on-site or at a central location.

TCWIB and the Manufacturing Consortia of the tri-county area encourage collaboration among partners, agencies, and educational providers. Multiple organizations may partner together to respond to the RFP.

III. Submission Information:

Successful respondents to these specifications will submit a quote consisting of a combination of narrative explanation and costs. The narrative section of the proposal should give an overview of the plan for facilitating the process and an explanation of results, continuing actions and follow-up. This plan should be no longer than 10 pages and may include narrative descriptions, samples, graphics, proposed agenda, etc.

The budgetary section must include a line item breakdown of costs for the quote. Costs must be all inclusive to include instruction, minimum/maximum class size and/or cost per participant, class materials, facilities, refreshments, course planning, accommodations, and travel arrangements if necessary.

All proposals become the property of TCWIB, Inc.

TCWIB, INC. reserves the right to accept or reject any and/or all proposals and to perform the work in whole or in part.

TCWIB, INC. will maintain a record of all potential respondents who receive a copy of the specifications and of all proposals subsequently received.

Detailed quotes must be received no later than 4:00 p.m. EST **March 12, 2008**. Quotes should include narrative proposal and budget and be emailed to the addresses below:

Lori Harvey, Industry Coordinator
Tri-County Workforce Investment Board, Inc.
112 Hollywood Drive
Butler, PA 16001
(724) 282-9347
lh Harvey@tcwib.net

Mary Salony, Planning and Grant Coordinator
Tri-County Workforce Investment Board, Inc.
Pullman Commerce Center
112 Hollywood Drive, Butler, PA 16001
(724) 282-9341
msalony@tcwib.net

Questions regarding the specifications should be sent in writing to:

Lori Harvey, Industry Coordinator
Tri-County Workforce Investment Board, Inc.
112 Hollywood Drive
Butler, PA 16001
(724) 282-9347
lh Harvey@tcwib.net

IV. Criteria for Selection

Understanding of the criteria	20 points
Soundness of the approach	35 points
Contractor qualifications	15 points
Cost	30 points