

WRITTEN RESPONSE SCORING
April 7, 2025 – April 11, 2025
RFP #2513-869
Employment Services Project

Vendor Name: Outside Perspective

Evaluator Number: WE1

General Guidelines:

- Please score each vendor's response without reference to the scores for other vendors. Each score should reflect your score based on the criteria only.
- Please note all scores and comments in the allotted sections. If you change a score, initial the change.
- Please include comments that will assist the vendor in understanding why the response did not get full points. Positive comments are also welcome.
- We would prefer that you leave a comment for each question scored, briefly explaining why you assigned that particular score.
- You may discuss the proposals among the evaluation team, but each evaluator should score independently. **We do not use consensus scoring.**
- Do not downgrade a proposal because it did not address something that was not asked for in the Solicitation.

Scoring of Proposals

The following available points will be assigned to the proposal for evaluation purposes:

Section 2 Non-Cost Submittal

800 points

If you have questions, please direct them to Caleb Clark, Solicitation Coordinator, phone 360-664-6076. All evaluations must be returned and reviewed by the Solicitation Coordinator at the end of the evaluation.

Score	Description	Discussion
90-100% of available points	Exceptional	Clearly superior to that which is average.
70-80%	Above Average	Better than that which is average.
50-60%	Average	Baseline score for each item with adjustments based upon the evaluator's interpretation of the Bidder's response.
30-40%	Below Average	Substandard to that which is average.
10-20%	Failing	Non-responsive or clearly inadequate to that which is average.
0%	No Experience	Response shows no experience in this skill or capability.

Evaluator Scoresheet for RFP #2513-869					
You will be evaluating one part of the bidder’s submission: Section 2. Non-Cost Submittal. If a question requires Bidders to submit additional documents, they will be included in an attached document.					
2.	BIDDER Non-Cost Submittal – Management and Technical Response (800 Points)			MAX POINTS	SCORE
	A	Describe your experience providing services requested in this RFP and how your experience positions your organization as the best candidate for these funds.		100	60
		COMMENT:	The response lacked specific details regarding previous experience.		
	B	Please provide the names of the key team members you will assign to this Contract, if you are the Successful Bidder, and provide their proposed roles and copies of resumes describing their relevant experience.		100	60
		COMMENT:	Described a variety of relevant staff but did not include requested resumes.		
	C	Please describe your ability to deliver services in multiple languages and methods to assure services are provided in an accessible and equitable manner across diverse populations.		50	45
		COMMENT:	Digital multilanguage platform combined with high touch culturally responsive community engagement.		
	D	Describe the purpose, development and evolution of your organization. This answer should include size, areas of specialization and expertise, client base, and any other pertinent information that demonstrates your organization’s stability.		50	35
		COMMENT:	Click here to enter text.		

	E	<p>Provide a detailed description of how and in what context your organization plans on providing the following services:</p> <ol style="list-style-type: none"> 1. Job search assistance, 2. Job readiness training, 3. Job development and placement services, 4. Job retention services, and 5. Work supports. <p>If you plan to subcontract, describe your organization's procedure for procuring and establishing subcontracts, and the procedure your organization will use to monitor the subcontracts and services provided to ensure program compliance.</p>	200	190
		<p>COMMENT: Comprehensive plan including in person and digital approaches to each element.</p>		
	F	<p>Provide a detailed description of how and in what context your organization plans on providing additional services such as occupational skills training, and/or basic literacy and skills training.</p>	100	90
		<p>COMMENT: Bidder identified several additional training services available through a variety of partners and modalities.</p>		
	G	<p>What existing partnerships do you have with local employers, workforce development agencies, education institutions, or other community organizations?</p>	100	70
		<p>COMMENT: Click here to enter text.</p>		
	H	<p>How do you measure and report on client progress and overall program success?</p>	100	90
		<p>COMMENT: Create monthly performance dashboards summarizing key program indicators including data on race, gender, language, and location.</p>		

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WRITTEN RESPONSE SCORING
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RFP #2513-869
Employment Services Project

Vendor Name: Outside Perspective

Evaluator Number: WE2

General Guidelines:

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Scoring of Proposals

The following available points will be assigned to the proposal for evaluation purposes:

Section 2 Non-Cost Submittal

800 points

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Score	Description	Discussion
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Evaluator Scoresheet for RFP #2513-869				
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2.	BIDDER Non-Cost Submittal – Management and Technical Response (800 Points)			
			MAX POINTS	SCORE
	A	Describe your experience providing services requested in this RFP and how your experience positions your organization as the best candidate for these funds.	100	75
		COMMENT: They appear to hit most of the services, but a little unclear on the whole package. Their main name Outside Perspective is the head, but they dive into info for Fortell AI and MDC which appear to be partners but there's no explanation within this section that explains that. It's also not entirely clear what "trauma-informed" specifically means.		
	B	Please provide the names of the key team members you will assign to this Contract, if you are the Successful Bidder, and provide their proposed roles and copies of resumes describing their relevant experience.	100	75
		COMMENT: List of members with experience written out and proposed roles, but no resumes attached.		
	C	Please describe your ability to deliver services in multiple languages and methods to assure services are provided in an accessible and equitable manner across diverse populations.	50	50
		COMMENT: Accessible and versatile methods.		
	D	Describe the purpose, development and evolution of your organization. This answer should include size, areas of specialization and expertise, client base, and any other pertinent information that demonstrates your organization's stability.	50	40
		COMMENT: Stability is clear, but the audience they cater to appears to mainly be more business focused versus individual focused.		

	E	<p>Provide a detailed description of how and in what context your organization plans on providing the following services:</p> <ol style="list-style-type: none"> 1. Job search assistance, 2. Job readiness training, 3. Job development and placement services, 4. Job retention services, and 5. Work supports. <p>If you plan to subcontract, describe your organization's procedure for procuring and establishing subcontracts, and the procedure your organization will use to monitor the subcontracts and services provided to ensure program compliance.</p>	200	200
		<p>COMMENT: This section explains the entirety of their business and audience thoroughly. To whom and how they cater to individuals is much more clearly laid out here.</p>		
	F	<p>Provide a detailed description of how and in what context your organization plans on providing additional services such as occupational skills training, and/or basic literacy and skills training.</p>	100	100
		<p>COMMENT: Clear and descriptive, seems as though a lot of variety is available for clients depending on their specific needs.</p>		
	G	<p>What existing partnerships do you have with local employers, workforce development agencies, education institutions, or other community organizations?</p>	100	100
		<p>COMMENT: Outside Perspective main partners are MDC and Fortell AI who have partnerships with several entities that cover all basis.</p>		
	H	<p>How do you measure and report on client progress and overall program success?</p>	100	90
		<p>COMMENT: They appear to have a great tracking system in place, but unclear on long term program success.</p>		

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Vendor Name: Outside Perspective

Evaluator Number: WE3

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			MAX POINTS	SCORE
	A	Describe your experience providing services requested in this RFP and how your experience positions your organization as the best candidate for these funds.	100	70
		COMMENT: Size adequate, in-person training? Re-entry, job readiness, financial literacy		
	B	Please provide the names of the key team members you will assign to this Contract, if you are the Successful Bidder, and provide their proposed roles and copies of resumes describing their relevant experience.	100	50
		COMMENT: Resumes? Who will be working directly with clients?		
	C	Please describe your ability to deliver services in multiple languages and methods to assure services are provided in an accessible and equitable manner across diverse populations.	50	25
		COMMENT: Uses AI for lessons, translators? Cultural competency training for counselors		
	D	Describe the purpose, development and evolution of your organization. This answer should include size, areas of specialization and expertise, client base, and any other pertinent information that demonstrates your organization's stability.	50	35
		COMMENT: Unclear for outside perspective, mdc – 60 years, 170 employees, client base – poverty, re-entry, king and Yakima, fortell 10 people, ai.		

	E	<p>Provide a detailed description of how and in what context your organization plans on providing the following services:</p> <ol style="list-style-type: none"> 1. Job search assistance, 2. Job readiness training, 3. Job development and placement services, 4. Job retention services, and 5. Work supports. <p>If you plan to subcontract, describe your organization's procedure for procuring and establishing subcontracts, and the procedure your organization will use to monitor the subcontracts and services provided to ensure program compliance.</p>	200	160
		<p>COMMENT: Collaboration with MDC and Fortell., outside is initial contact for job search, mdc – job search/readiness, fortel didgitaly job readiness. Job retention and work supportst</p>		
	F	<p>Provide a detailed description of how and in what context your organization plans on providing additional services such as occupational skills training, and/or basic literacy and skills training.</p>	100	90
		<p>COMMENT: Works with justice involved, small group training, ai, king and yakima</p>		
	G	<p>What existing partnerships do you have with local employers, workforce development agencies, education institutions, or other community organizations?</p>	100	90
		<p>COMMENT: Extensive partnerships in Yakima/king, colleges, 60 year's experience, cultural specific orgs, barrier removal</p>		
	H	<p>How do you measure and report on client progress and overall program success?</p>	100	80
		<p>COMMENT: Employment/service plan, case management system, metrics</p>		

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Vendor Name: Outside Perspective

Evaluator Number: WE4

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2.	BIDDER Non-Cost Submittal – Management and Technical Response (800 Points)			
			MAX POINTS	SCORE
	A	Describe your experience providing services requested in this RFP and how your experience positions your organization as the best candidate for these funds.	100	80
		COMMENT: Services in King and Yakima. Offers services with AI access. Partnerships for wraparound services and barriers.		
	B	Please provide the names of the key team members you will assign to this Contract, if you are the Successful Bidder, and provide their proposed roles and copies of resumes describing their relevant experience.	100	40
		COMMENT: Staff appear knowledgeable and experienced, there was no mention on a direct case manager/worker, there will be a digital curriculum.		
	C	Please describe your ability to deliver services in multiple languages and methods to assure services are provided in an accessible and equitable manner across diverse populations.	50	40
		COMMENT: AI is multi-lingual. Some staff are bi-lingual, trained in trauma informed. Emphasis on AI services, mention that in-person and hybrid services are available but limited details.		
	D	Describe the purpose, development and evolution of your organization. This answer should include size, areas of specialization and expertise, client base, and any other pertinent information that demonstrates your organization's stability.	50	70
		COMMENT: Solid foundation, uses MI. Mentions small business ownership. Experience assisting high needs persons.		

	E	Provide a detailed description of how and in what context your organization plans on providing the following services: 1. Job search assistance, 2. Job readiness training, 3. Job development and placement services, 4. Job retention services, and 5. Work supports. If you plan to subcontract, describe your organization's procedure for procuring and establishing subcontracts, and the procedure your organization will use to monitor the subcontracts and services provided to ensure program compliance.	200	140
		COMMENT: All in person services complimented by AI services. Has some direct service for needs/barriers and partnerships for others. Long standing partners with employers and CBOs.		
	F	Provide a detailed description of how and in what context your organization plans on providing additional services such as occupational skills training, and/or basic literacy and skills training.	100	80
		COMMENT: Partnerships with workforce, several community colleges. One-on-one tutoring, AI literacy program.		
	G	What existing partnerships do you have with local employers, workforce development agencies, education institutions, or other community organizations?	100	100
		COMMENT: Is a Community Action Agency. Connections with worforce, multiple colleges, local employers and CBOs. Shared programming and case management with many community partners.		
	H	How do you measure and report on client progress and overall program success?	100	80
		COMMENT: System in place, AI enhancements. MDC has experience with complex contracts and federal reporting.		

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