



BOARD OF SUPERVISORS
AGENDA LETTER

Agenda Number:

Clerk of the Board of Supervisors
105 E. Anapamu Street, Suite 407
Santa Barbara, CA 93101
(805) 568-2240

Department Name: Social Services
Department No.: 044
For Agenda Of: June 27, 2023
Placement: Administrative
Estimated Time: NA
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors
FROM: Department Daniel Nielson, Social Services Director
Director(s) (805) 346-7101
Contact Info: Luis F. Servin, Executive Director, Workforce Development Board
(805) 614-1543
SUBJECT: Agreement with Carahsoft Technology Corp. for LinkedIn Licenses to Access Talent Insight Tools and the Recruiter Platform.

County Counsel Concurrence

As to form: Yes

Other Concurrence: Risk Management

As to form: Yes

Auditor-Controller Concurrence

As to form: Yes

Recommended Actions:

That the Board of Supervisors:

- a) Approve and authorize the Chair to execute an Agreement with Carahsoft Technology Corp. for LinkedIn licenses to access Talent Insight Tools and the Recruiter Platform for a total contract amount not to exceed \$11,119.62 for the period of July 1, 2023 through June 30, 2024; and
- b) Determine that the activity is not a “Project” subject to California Environmental Quality Act (CEQA) review per CEQA Guideline section 15378(b)(5), since the activity is an organizational or administrative activity of government that will not result in direct or indirect physical changes in the environment.

Summary Text:

This item is on the agenda in order to approve the Agreement with Carahsoft Technology Corp. (Carahsoft) for LinkedIn licenses to access Talent Insight Tools and the Recruiter Platform for the period of July 1, 2023 through June 30, 2024, for a total contract amount to not to exceed \$11,119.62. These services will allow the Santa Barbara County Workforce Development Board (SBCWDB) to provide assistance to businesses in recruitment and with other hiring tools. Access to the LinkedIn Talent Insight Tools and Recruiter Platform will allow SBCWDB to provide local businesses the necessary information to adopt a more targeted approach to recruiting and hiring. This item is on the

agenda, as this contract in combination with other contracts in aggregate will exceed the \$200,000 threshold with Carahsoft for our County.

Background:

In 2020, County of Santa Cruz Workforce Development Board (CSCWDB) identified the LinkedIn Talent Insight Tools and Recruiter Platform to help Workforce Development Boards provide assistance to businesses that might be struggling. CSCWDB was able to work out a pilot program with our region, which was launched in February 2022. The pilot program allowed our region to utilize the tools and identify additional ways these tools could be used. Identifying these tools allowed for a holistic review of the labor market, and insight to hiring and recruitment priorities.

Carahsoft, as part of the LinkedIn Talent Insight Tools and Recruiter Platform, will provide SBCWDB with access to a membership of more than 850 million subscribers. Access to LinkedIn services will provide SBCWDB with the necessary tools to assist businesses in recruiting the right candidates. The services will provide filtered sections of data that identify talent pools with the required job skills that might otherwise be missed without the use of LinkedIn’s technology. These services include 20+ smart and simple-to-use search filters, the ability to contact any candidate via InMail (a premium feature to directly email a LinkedIn member), using customized templates that can be shared, access to the largest professional network, and the ability to utilize collaboration and analytics tools.

Carahsoft will provide additional tools such as Talent Pipeline Management, which will allow building, tracking and managing of candidates, with tools such as reminders, smart to-do lists, and streamlining current workflow and team activities with shared projects, searches, profiles, and applicant notes.

The Agreement with Carahsoft that is before your Board will enable the SBCWDB continue its efforts to increase efficiencies through technology, and better serve the public. In order to continue providing our Santa Barbara County residents a high quality of customer service.

Fiscal and Facilities Impacts:

Budgeted: Yes

Fiscal Analysis:

<u>Current Fiscal Year</u> <u>(FY) Cost:</u>	<u>Annualized</u> <u>On-going Cost:</u>	<u>Total One-Time</u> <u>Project Cost</u>
\$ 11,119.62		\$ 11,119.62
\$ 11,119.62	\$ -	\$ 11,119.62

Narrative:

Approval and execution of this contract will result in total contract expenditures of no more than \$11,119.62. Appropriations and associated funding of \$11,119.62 for Fiscal Year 2023-2024 are included in the WDB Social Services Rapid Response budget, which is federally funded. There is no impact on the General Fund.

Key Contract Risks:

The risk assessment worksheet has been completed. Department of Social Services (DSS) has determined Carahsoft is a medium risk vendor.

Staffing Impacts:

Legal Positions:

0

FTEs:

0

Special Instructions:

Please scan, email and send one (1) duplicate original Agreement, and a copy of the minute order to:
DSS Contracts Unit
C/O Nereida Zarate,
2125 S. Centerpointe Parkway, 3rd Floor
Santa Maria, CA 93455
Email: nzarate@countyofsb.org

Attachments:

1. Agreement with Carahsoft - LinkedIn licenses to Access Talent Insight Tools and the Recruiter Platform

Authored by:

Luis F. Servin, Executive Director, Workforce Development Board
Alma Janabajab, Business Services Strategist
Nereida Zarate, Contracts Coordinator