



# Georgia Supplier Kickoff Presentation

Presented by Computer Aid, Inc.  
May 9<sup>th</sup> 2019



# Agenda

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- Introductions
- Company Overview
- Staffing Resource Provider (SRP) Enrollment
- Program Implementation Information
- Upcoming Training
- Q&A Format

# Implementation - SRP Enrollment

- Enrollment has begun
- Enrollment is posted on SRP-facing portal, <http://georgia.compaid.com>
  - Portal will also contain contract and other relevant information
  - Screenshot shows example of portal
- CAI's help desk team will review supplier documentation and will set up SRP within VectorVMS
- SRP documentation continually tracked by CAI to ensure compliance with contract requirements
- Existing VectorVMS suppliers can use same Org ID

GA IT Temporary Staffing Services  
Managed by CAI

Home Process Supplier Information Portals

## Serving as GA's Contingent Labor Solution

Georgia's IT Staffing Services Contract is available to all public-sector organizations seeking hourly, T&M resources. It streamlines and standardizes IT procurement, utilizing an open network of IT staffing suppliers to meet the diverse IT needs of the State of Georgia.

CAI oversees all service delivery tasks associated with the program, including:

- Agency consultation
- Response management
- Candidate evaluation and validation
- Interview facilitation
- Invoice processing
- Help desk support
- Performance oversight

**Learn More**

The link below provides information on the IT Pipeline Contract. The document contained in this section are provided for general program information.

- Master Contract
- Job Titles

**Join**

The documents and links housed in this section provide suppliers with the enrollment documents that are required as part of program participation.

- Criteria for Participation
- Subcontractor Agreement
- Safe Harbor Questionnaire

**Succeed**

This section offers additional information regarding the program's processes, policies and best practices to ensure the success of your company.

- Resume Template
- Electronic BTE Overview
- Electronic BTE Template
- 2025 Supplier Payment Schedule

**Presentations and Reports**

Please direct all general contract questions to our Help Desk at [MSP\\_VendorMgmt@compaid.com](mailto:MSP_VendorMgmt@compaid.com)

Please note: Questions regarding specific opportunities and conditions should be directed to our Contract Management Team.

# Program Information

- Implementation process & activities
- Disclosure of candidate pay rates
  - Fully burdened hourly rate
- Not-to-Exceed (NTE) markup percentage
  - 35% for Standard Positions
  - 25% for Payrolling Positions
- Subcontract layering
  - Only allowed 1 layer
- No additional (i.e. MSP/VMS) fees- This program does not use a supplier funded model
- SRP/Vendor Rate: This is what you will be paid
  - When providing SRP/Vendor Rate to CAI, please calculate as follows
    - Candidate Pay Rate (fully burdened) X SRP Markup % = SRP Rate
- Enrollment Questions: [MSP\\_VendorMgmt@compaid.com](mailto:MSP_VendorMgmt@compaid.com)

# Implementation - Timeline

Event	Target Date
SRP Webinars	Ongoing through June 1, 2019
Supplier Orientation and Enrollment Opening	Now
Vector VMS Training Webinars	Thursday May 30 <sup>th</sup> 9am – 10:30am Thursday May 30 <sup>th</sup> 2pm – 3:30PM Friday May 31 <sup>st</sup> 9am – 10:30am Friday May 31 <sup>st</sup> 2pm – 3:30PM  Invitation to register for training coming soon.
Program Go-Live	June 1, 2019



# Q&A

Topic	Content
Background Check	<b>Should we submit background checks at the time of candidate submission or post offer?</b>
	Background checks will be part of candidate onboarding, and they will be required after the State selects the candidate. Suppliers will upload background checks and onboarding credentials into the Vector VMS at the time of candidate engagements. Each requirement will list the requirements for the background check and onboarding.
Background Check	<b>How does the background check process work for the candidates? Do we still need to run the background check before submitting the resume for State of Georgia positions?</b>
	Answered previously.
Enrollment	<b>As a current vendor, do we have to enroll again?</b>
	Yes
Enrollment	<b>Are you planning to reduce the number of vendors at the State of Georgia or keeping all and possibly extending?</b>
	CAI is not reducing the number of suppliers. Enrollment will remain open through the life of the contract.
Enrollment	<b>Are 1099's allowed in this program?</b>
	All enrolled suppliers must be incorporated and carry the required insurance. A supplier may choose to contract with their resources as a W-2 or as a 1099, and the relationship must be accurately documented in the VMS.

# Q&A

Topic	Content
Fee	<b>What is the new VMS fee for GA accounts?</b>
	The VMS fee is included in the MSP fee and it is added to the bill rate. The SRP rates and markup are not affected by the VMS fees. This is not a vendor funded program.
Fee	<b>Please explain the not to exceed Markup Percentage.</b>
	The markup must not exceed 35% for new competitive engagements. The not to exceed percentage markup also applies to engagements designated to transition into the program from former contracts.
Fee	<b>If we have a subcontractor candidate currently working (1 layer) and their employer does not accept their new rate (lowered rate due to the new markup), how does the State of GA and CAI plan to handle these situations when the manager wants to keep the resource and they came in prior to the new rule changes regarding markup? Also considering the sub-employee has a non-compete where the candidate cannot work directly for our company and the subcontractor has a non-compete where they cannot work directly with CAI or the State of GA.</b>
	All engagements designated by the State for transition into the program may not exceed 35% markup. The subcontracting agreement allows enrolled suppliers to have one level of subcontractor. The relationship must be included in the VMS with the candidate submission.
Fee	<b>Are there any GA DOAS fees that the suppliers need to include in our rates/markups?</b>
	No



# Q&A

Topic	Content
Insurance	<b>Is it possible to negotiate the insurance limits from \$5M down to \$2M on the Professional Liability?</b>
	All enrolled suppliers must carry the required insurance.
Insurance	<b>The insurance requirements have changed. Did the State of Georgia change the insurance requirements or is this the requirement for CAI?</b>
	The insurance requirements were designated in the master contract.
Process	<b>Will this require the RTR form from the candidate prior to submission?</b>
	Yes, the VMS training will include the right to represent process.
Process	<b>Is this a tiered program where Small Disadvantaged Business get preferred status?</b>
	Not at this time.
Program	<b>What are Payrolling positions?</b>
	The not to exceed payrolling markup is applied to job requirements where the State has an identified candidate to engage. Job requirements that are designated for payrolling will be labelled in the VMS. Engagements identified by agencies for transition will not be considered as payrolling engagements.



# Q&A

Topic	Content
Program	<b>Will separate system training be provided to the current consultants - for time entry etc.?</b>
	Suppliers will be offered the opportunity to attend webinars for VMS training. Communications and invitations will be distributed through the VMS to all enrolled suppliers. Suppliers must educate their employees and engaged resources on the process of time entry.
Program	<b>Does this contract include Atlanta Public School, City of Atlanta?</b>
	The City and the Public Schools would be eligible to make use of the contract.
Program	<b>When we will hear about transition of other states, namely, Colorado, Oregon, Nebraska or any other state, which CAI works with?</b>
	Georgia is the only State currently using the Georgia IT Temporary Staffing contract.
Support	<b>Is there a support number or email to use for any questions/information while completing the Contract documentation?</b>
	Please use this email address for all questions: <a href="mailto:msp_vendorgmt@compaid.com">msp_vendorgmt@compaid.com</a>
Timeline	<b>What is the duration of transition, in order to handle any urgent matters?</b>
	The timeline for the transition of individual engagements will be determined by the agency purchasers. CAI will work with the State to determine the timing for the transition of each engagement and coordinate with individual suppliers.



# Q&A

Topic	Content
Timeline	<b>When is it going to effect?</b>
	On June 1, 2019, the Georgia IT Temporary Staffing Services program will become the primary contract for sourcing and engaging temporary IT labor. Job requirements will be released by CAI through Vector VMS to all enrolled suppliers.
Timeline	<b>How will the transition affect current billing, such as invoicing, time sheets, etc.?</b>
	The transition will not affect invoicing or billing in any other contract vehicles.
Transition	<b>For those job requirements that are in process with candidates interviewing, how will you manage that transition? Will there be a cut-off date?</b>
	CAI is working with DOAS and individual agencies to determine the cutover for requirements that are in the placement process.