

# WorksWonders

PROGRAM OVERVIEW

# WorkQuest

### TWC PPD Program

- Texas Workforce Commission Purchasing from People with Disabilities WorksWonders Program
- Commonly referred to as State Use Program
- Individuals with disabilities produce products and perform services through statewide Community Rehabilitation Programs (CRPs)
- Implemented in 1978 by Texas Legislature
- Oversight transferred to TWC in 2015



#### Human Resources Code

#### **122.001 - Purpose**

The purpose of this chapter is to further the state's policy of encouraging and assisting persons with disabilities to achieve maximum personal independence by engaging in useful and productive employment activities and, in addition, to provide state agencies, departments, and institutions and political subdivisions of the state with a method for achieving conformity with requirements of nondiscrimination and affirmative action in employment matters related to persons with disabilities.



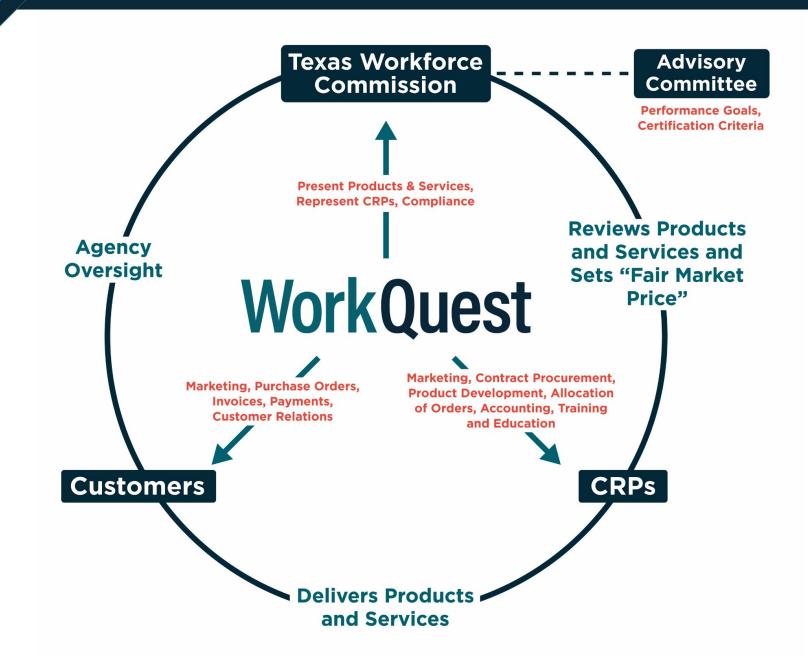
# WorksWonders

PROGRAM INFO





#### **How It Works**



WorkQuest

#### **Texas Workforce Commission**

### • TWC Program responsibilities

- Write Program rules
- Contract with Central Nonprofit Agency WorkQuest
- Certify/recertify CRPs
- Perform CRP compliance "desk" reviews
- Approval of products & services
  - Assistance given by Comptroller SPD

#### Office of Disability Employment Strategies

- Michael Hooks, Director
- Juan Garcia, Manager
- Kelvin Moore
- Howard Joseph



### WorkQuest Mission

WorkQuest develops and implements business and marketing initiatives which provide employment opportunities for individuals with disabilities.

**Market:** Products

**Services** 

**Temporary Services** 

**Program:** Human Resource Code 122

Value of Employing Texans w/ Disabilities

**Processes and Procedures** 



#### **CRPs**

#### 122.002(a)

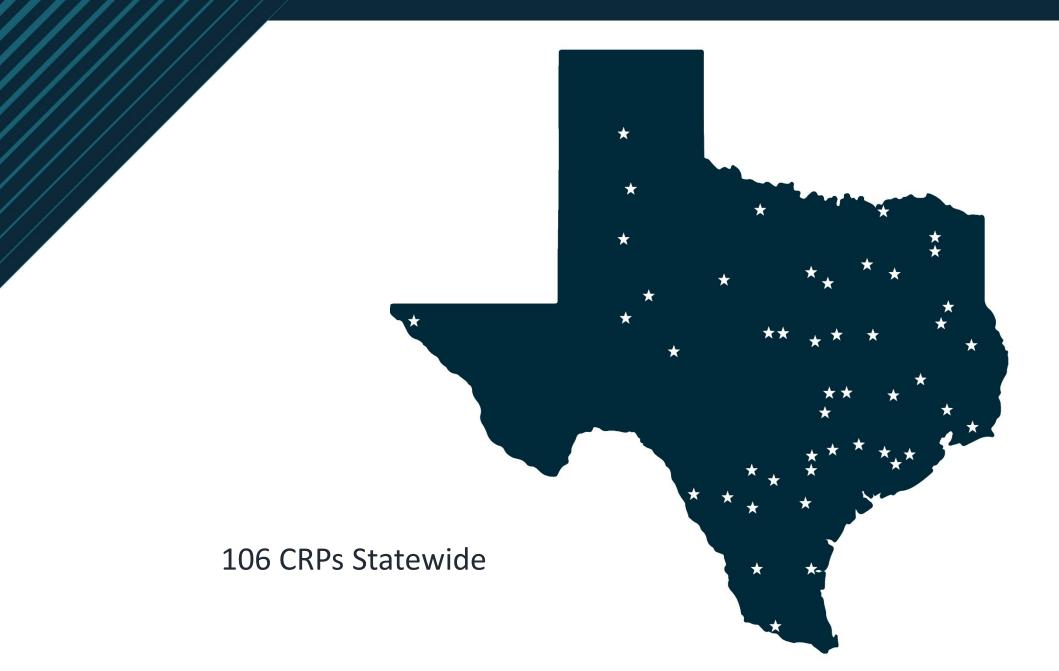
"Community Rehabilitation Program" means a government or nonprofit private program operated under criteria established by the commission and under which persons with severe disabilities produce products or perform services for compensation.

#### **CRPs**

- Private non-profit corporation located in Texas or governmental entity
- Mission to employ individuals with disabilities
- Maintain at least 75% direct labor performed by worker with disabilities
- Certified through Texas Workforce Commission to participate in State Use Program



# **CRP Locations**



WorkQuest

# Program Benefits

#### Benefits to Individuals with Disabilities

- Reduction of high unemployment rate for persons with disabilities
- Opportunity for independence and self-sufficiency
- Training for competitive integrated employment
- Meaningful employment and fair wages provided



# Program Benefits

#### **Benefits to Customers**

- Products & services determined best value by TWC are available without the need for competitive bid
- Wide variety of products and services
- Contracts negotiated individually, allowing for customization
- One point of contact for optimal customer service



# Program Benefits

#### Benefits to Taxpayers

- Reduces the cost of care for people with disabilities.
- Savings in public expenditures for purchasing made through the Program.
- Increases the tax base.
- Stimulates economic growth in local areas.



# WorksWonders

REPORTING & REQUIREMENTS





# WorkQuest

#### State Use Procurement

#### **Chapter 122.008**

A suitable product or service that meets applicable specifications established by the state or its political subdivisions and that is available within the time specified must be procured from a community rehabilitation program at the price determined by the workforce commission to be the fair market price under Section 122.007



#### State Use Procurement

#### **Chapter 122.0095**

- Each state agency that purchases products or services through a program under this chapter shall:
  - 1) Designate an agency employee to ensure that the agency complies with this chapter
  - 2) Report to the comptroller and the workforce commission the purchase of products or services available from a CNA or CRP under this chapter, but purchased from another business that is not a CNA or CRP under this chapter



# **Exception Reporting**

#### **Chapter 122.016**

- a) Exceptions from the operation of the mandatory provisions of Section 122.014 may be made in any case where:
  - under the rules of the comptroller, the product or service so produced or provided does not meet the reasonable requirements of the office, department, institution, or agency; or
  - 2) The requisitions made cannot be reasonably complied with through provision of products or services produced by persons with disabilities.



# **Exception Reporting**

**Quantity** – Quantity offered by Program does not meet your needs

**Quality** – Quality of product/service does not meet your specifications

**Delivery Time** – CRP unable to deliver in time to meet your requirements

**Life Cycle Cost** – Cost over the life cycle of the product does not meet your requirements

**Testing/Inspection** – After testing, the product does not meet your requirements



# **Exception Reporting**

#### **Chapter 122.016**

c) No office, department, institution, or agency may evade the intent of this section by slight variations from standards adopted by the comptroller, when the products or services produced or provided by persons with disabilities, in accordance with established standards, are reasonably adapted to the actual needs of the office, department, institution, or agency.

For example, if the purchase is for a pen with orange ink and WorkQuest only offers
pens in black, blue, or red ink, the agency should document why black, blue, or red
ink pens would not satisfy the agency's business need



# **Exception Examples**

#### **Allowable Exception**

- Agency needs gloves shipped within the week. WorkQuest has gloves listed on SmartBuy but delivery time is 14 days.
- Product not available for expedited delivery through WorkQuest Central
   Store & WorkQuest confirms they cannot ship by requested date.

#### **Not an Exception**

- Agency needs batteries and cannot find items carried by WorkQuest on SmartBuy or workquest.com.
- Exceptions do not need to be complete on items not set aside as part of the Program.



#### WorkQuest

- Product quality review
  - Third-party quality testing of items consistently appearing on exception report
- Program improvement
  - Identify procurement barriers for customers
- Product development
  - Opportunity to develop new products needed or update product lines to better meet customer need.



#### **TWC**

- Contact agencies that consistently fail to complete the exception report
- Assist in management of CNA contract
- Monitor pricing of products and services
- Communicate with agency State Use Coordinators
- Educate agencies that do not correctly use the report



#### **Statewide Procurement Division**

- Exception report monitored to confirm agencies are utilizing WorksWonders Program
- Exceptions are reviewed to confirm valid exception criteria were met
- CRP performance is monitored to ensure customer satisfaction is met and to evaluate whether additional commercially sourced products to be added to state contract



- WorkQuest cannot grant a waiver for customers to circumvent the exception report
- Contact Customer Service or your Region Manager with any specific questions
- Exceptions must be submitted by State Use Coordinate via SmartBuy portal



Will State Use purchases negatively effect my HUB purchasing goal?

NO

When reported, State Use purchases can help increase your HUB purchasing %.



\$10,000,000 in expenditures

\$2,000,000 are HUB expenditures

20%

\$9,000,000 in expenditures \$10,000,000 in expenditures

\$2,000,000 are HUB expenditures \$1,000,000 are State Use expenditures

20%

\$9,000,000 in expenditures \$10,000,000 in expenditures

\$2,000,000 are HUB expenditures \$1,000,000 are State Use expenditures

22%

# How to Access

PRODUCTS & SERVICES







# Regional Marketing Managers

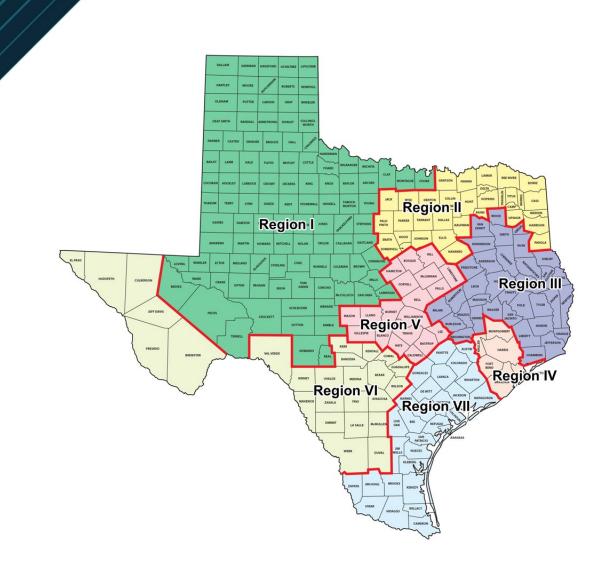
# Service Regions Region I: Larry Sargee, Abilene

**Region III: Erynn Harrison,** Fort Worth **Region III: Deidra Davis,** Nacogdoches

Region IV: JD Fripp, Houston Region V: Abby Monk, Austin

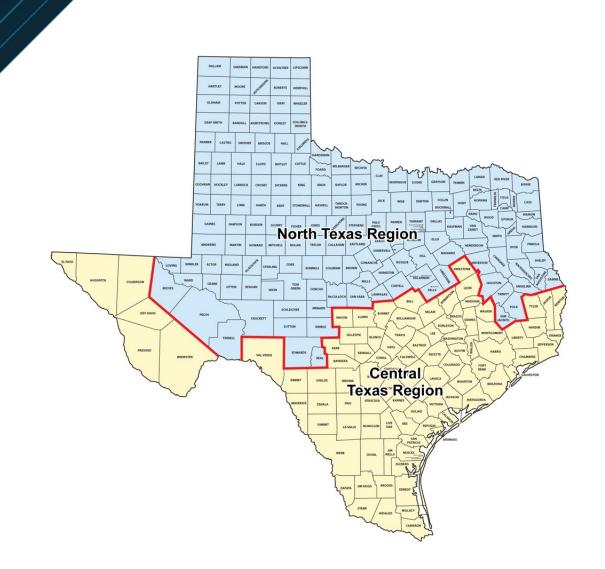
Region VI: Henry Hernandez, San Antonio

Region VII: Rosa Valdez, Corpus Christi





# Regional Marketing Managers



#### Service Regions

Region I: Larry Sargee, Abilene
Region II: Erynn Harrison, Fort Worth
Region III: Deidra Davis, Nacogdoches
Region IV: JD Fripp, Houston
Region V: Abby Monk, Austin
Region VI: Henry Hernandez, San Antonio
Region VII: Rosa Valdez, Corpus Christi

#### **Temporary Services**

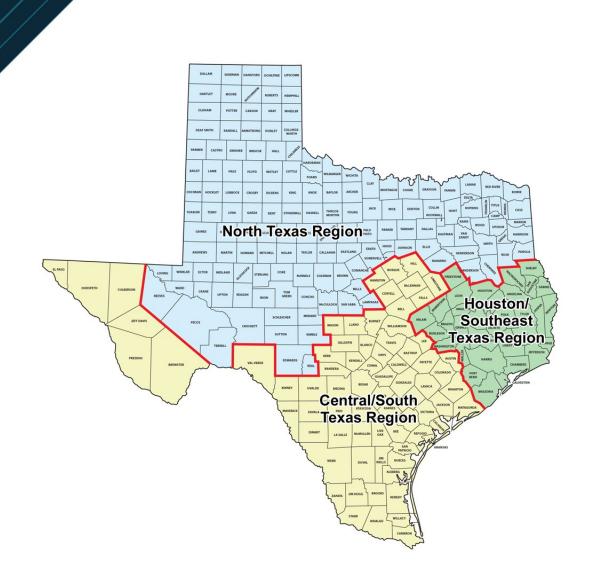
North Region: Erynn Harrison,

Fort Worth

South Region: Mike Pierulla, Austin



# Regional Marketing Managers



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#### **Temporary Services**

North Region: Erynn Harrison,

Fort Worth

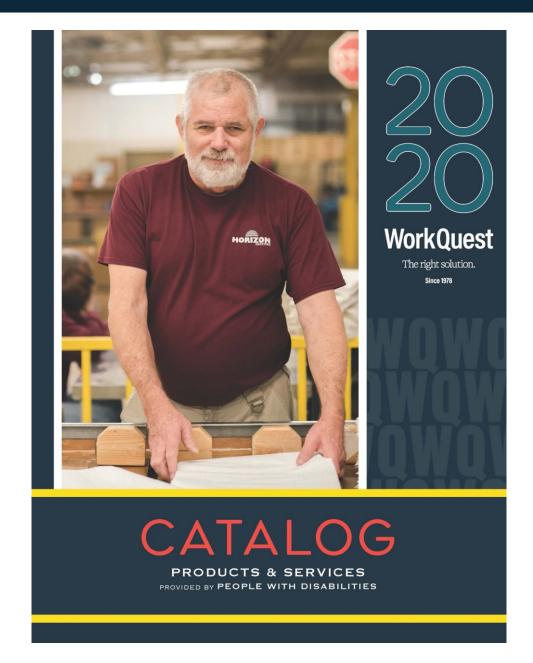
South Region: Mike Pierulla, Austin

#### **Product Regions**

South Region: Robert Olivo, Austin North Region: Taylor Jordan, Fort Worth Houston Region: Angel Kan, Houston



# 2020 Products & Services Catalog



WorkQuest

#### Products

#### **Office Supplies**

- 3-Ring Binders
- Writing Instruments
- Self-stick Pads
- Copy Paper
- Toner

#### **Safety Equipment**

- Safety Vests/Shirts
- Hard Hats
- Roll-up Signs
- Delineators

#### **MRO**

- Cleaning Chemicals
- Toilet Tissue
- Floor Pads
- Paper Towels
- Hand Tools

#### **Award Items**

- Custom Engraved Awards
- Plaques
- Frames



### Texas SmartBuy







**Bid Postings** Contracts -SPD Applications -Help HOME / SEARCH RESULTS 19 Results Found for "hand, sanitizer" Export to CSV Compare Items Filter Your Search Clear all Filters Sort By: Ordered Search v Show: 100 v results per page Contract Type → Term TXMAS Narrowed By: Contract Type: Term × Contract Number Foam, Instant Hand Sanitizer, Refill 1200mL 257-A1 Price MOU Commodity Code 48586551409 (2) 485-A1 \$67.92 CASE 486-A1 Foam, Instant Hand Sanitizer, Refill 1200mL, 3/CS, Plus Freight Order Less Than \$100 Min. Order Qty: 1 Contractor ITEM CONTRACTOR M Add to wish list WorkQuest (formerly TIBH) Contract 485-A1 Contractor WorkQuest (formerly Compare Supplier Part Number 48586551409 TIBH) Item Category Defense System And Homeland Security Equipment, Weapons And Accessories Hand Sanitizer, 800 ml Pouches, Clear Janitorial Supplies Price UOM Commodity Code 48513502004 (2) Janitorial Supplies, General Line \$104.48 CASE Hand Sanitizer, 800 ml Pouches, Clear, 12/CS, Plus Freight Order Less than \$100 Min. Order Qty: 1 ITEM CONTRACTOR Add to wish list Contract 485-A1 Contractor WorkQuest (formerly □ Compare Supplier Part Number 48513502004 TIBH)

Hand Sanitizer, Instant, Gel, 4 Oz. Flip Cap, 24/CS

Commodity Code 48513500503

Hand Sanitizer, Instant, Gel. 4 Oz. Flip Cap. 24/CS





Price \$65.31 MOU CASE

Min Order Ohr: 1

### workquest.com

**DOCUMENTS + LINKS** 

**EMPLOYMENT** 

CRP DOCUMENTATION PORTAL

**CUSTOMER SERVICE** 

SHOP NOW

512-451-8145

WorkQuest

ABOUT PRODUCTS + SERVICES LOCATION NEWS EVENTS BLOG CONTACT

# WorkQuest

The Right Solution Since 1978.

WorkQuest is a catalyst for employment opportunities for people with disabilities. We are a unique, private, non-profit corporation that links individuals with disabilities to meaningful career options. In 1978, its first year, WorkQuest secured employment opportunities for 22 people with disabilities.

By investing into the State Use Program, WorkQuest continued to grow from year to year, helping community rehabilitation programs (CRPs) employ nearly 6,000 individuals with disabilities in 2019.



### Online Catalog

DOCUMENTS + LINKS

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CATALOG CENTRAL STORE

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Learn more about WorkQuest



### **Online Catalog**

WorkQuest

HOME MY ACCOUNT

Product Search

Search

### ·Janitorial Supplies

Home > -Janitorial Supplies

Showing 1-12 of 571 results

Sort by popularity

#### PRODUCT CATEGORIES

·Furniture

·Chair: Side Arm and Guest

·Chair: Stack Chairs

·Folding Chairs

·Chair: Desk and Office

#### ·Janitorial Supplies

·Bed & Bath

·Medical Supplies

·Miscellaneous

·Office & School Supplies

·Automotive Supplies

·Computer Products and Accessories

·Outdoor Clothing & Supplies







#102. Pack makes solution as: 2 gallons heavy duty scrubbing or 4 gallons mopping or 1 quart spray. 528/case.

ADD TO CART

Sku: 48516349031

#102. Pack makes solution as: 2 gallons heavy duty scrubbing or 4 gallons mopping or 1 quart spray. 24/case.

ADD TO CART

Sku: 48516349007

#104. Pack makes solution as: 4 gallons heavy duty scrubbing or 1 quart heavy duty spray. 24/case.

ADD TO CART

Sku: 48516349056

### **Customer Service**



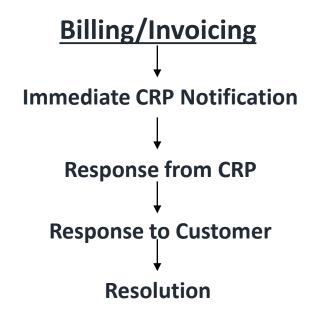
Laura Morua - Imorua@workquest.com

Tom McAnn - tmcann@workquest.com

Jeff DeLeon – jdeleon@workquest.com

#### THE PROCESS









### **Customer Service Portal**

**DOCUMENTS + LINKS** 

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CRP DOCUMENTATION PORTAL

**CUSTOMER SERVICE** 

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**DOCUMENTS + LINKS** 

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ABOUT PRODUCTS + SERVICES LOCATIONS NEWS EVENTS BLOG CONTACT C

# **Customer Service Portal**

Customer Service Inquiries Freight Inquiries

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# **Customer Service Inquiries**

### **Customer Service Inquiries**

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-None-	~
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# Freight Inquiries

# **Freight Inquiries**

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oduct 1 Quantity:	
oduct Commodity Code 2:	



### WorkQuest Central Store

1130 Rutherford Lane Building 1, Suite 190 Austin, TX 78753





(512) 834-8242 centralstore@workquesttx.com M-F, 8AM – 5PM



### **Service Contracts**

#### **Outdoor Services**

- Demolition Services
- Flood Control Maintenance
- Garage Cleaning Service
- Grounds Maintenance
- Litter Pickup
- Landscape Maintenance
- Vehicle Washing
- Window Cleaning
- Pest Control

#### **Freight and Logistic Services**

- Truckload Delivery
- LTL/Palletized Delivery
  - Term Contract <u>962-M5</u>

#### **Indoor Services**

- Carpet Maintenance
- Janitorial Maintenance
- Moving Service
- Restroom Maintenance
- Pest Control

#### **Office Assistance**

- Bindery, Mailing & Collating Services
- Microfilm & Micrographic Services
- Document Destruction
  - Term Contract <u>962-S1</u>

For more examples contact your Regional Marketing Manager or visit workquest.com



- Job classifications on SPD Term Contract 962-M3
- Contact WorkQuest Temporary Services Rep
  - Mike Pierulla
    - 512.834.8242
    - mpierulla@workquest.com
  - Erynn Harrison
    - 817.232.8836
    - eharrison@workquest.com



**DOCUMENTS + LINKS** 

EMPLOYMENT

CRP DOCUMENTATION PORTAL

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512-451-8145

# WorkQuest



PRODUCTS + SERVICES LOCATIONS NEWS EVENTS BLOG CONTACT

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Overview Products Services Temporary Staffing Services DIR IT Staffing How To Order Staffing Services

Qualified, dependable personnel!

# **WorkQuest Temporary Staffing Services**

WorkQuest's Temporary Staffing Services provide state agencies and numerous organizations with immediate access to qualified, dependable personnel.

#### Temporary Staffing Job Descriptions

WorkQuest Temporary Services follow the State Auditor's Job Classifications.

#### Temporary Staffing Approved Prices

In order to view the Temporary Staffing Approved Prices, please do the following:

- 1. Click here for Staffing Services page
- 2. Click on the "962-M3 WorkQuest Temp Personnel Rates" link

\*The Rate Table is a Microsoft Excel document

#### **Temporary Staffing Contracts**

To order a temporary employee or for information about our temporary staffing services, contract your WorkQuest representative listed for each district.

Temporary Services are currently only available in these districts. If you have a need for temporary staffing in other districts, please contact WorkOuest.

CONTACT US (>)

WorkQuest Temporary Services follow the highway districts. Click here for a map and list of the highway districts.

VIEW MAP & LIST (>)





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12		Clerk I	13.49		18.60	15.49		21.23	12.39	14.69		12.39		17.09	16.09	18.95	22.05	15.36			12.7
13		Clerk II	14.90		20.70	17.22		23.77	13.69	16.26		13.69		19.02	17.88	21.13	and the second second	17.08			14.0
14	0057	Clerk III	16.45	19.65	23.10	19.11		26.67	15.12	18.06	21.23	15.12	18.06	21.23	19.86	23.59	27.73	18.96	22.52		15.5
15	0059	Clerk IV	18.31	22.12	26.12	21.38		30.30	16.83	20.33	and the same of the same of the same of	16.83		24.00	22.18	26.70		21.21			17.3
16	0130	Customer Service Representative I	16.45	19.65	23.10	19.11		26.67	16.83	19.98	23.47	17.20	20.43	24.00	19.86	23.59	27.73	18.96	22.52	26.45	15.5
17		Customer Service Representative II	18.31		26.12	21.38		30.30	18.82	22.61	26.68	19.25		27.31	22.18	26.70	31.51	21.21			17.3
18		Customer Service Representative III	20.58		29.18	24.16		34.02	21.28	25.48	the state of the state of the state of	21.75		30.66	24.93	30.03	35.34	23.97		the second secon	19.4
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20		Customer Service Representative V	25.95		36.59	30.62		42.88	26.97	32.20		27.59		38.65	31.43	37.74	44.32	30.38			24.5
21		Administrative Assistant I	16.45		23.10	19.11		26.67	16.83	19.98		15.12		21.23	19.86	23.59	27.73	18.96		and the second second second	15.5
22		Administrative Assistant II		22.12	26.12	21.38		30.30	18.82	22.61		16.83		24.00	22.18	26.70	31.51	21.21			17.3
23		Administrative Assistant III	20.58		29.18	24.16		34.02	21.28	25.48		18.91			24.93	30.03	35.34	23.97		and the second second	19.4
24		Administrative Assistant IV Administrative Assistant V	23.15		32.65	27.28		38.20 42.88	24.01	28.67 32.20		21.28		30.01	28.04	33.68	39.55	27.05		and the latest terminal termin	21.8
25 26		Administrative Assistant V  Executive Assistant I	25.95	31.16	36.59 36.12	30.62		42.88	26.97 23.85	28.62		23.85		33.62 33.19	31.43	37.72	44.32 43.75	30.38		The second second second second	24.5
27		Executive Assistant II		34.80	39.60	34.93		46.46	27.12			27.12			35.75	42.15		34.64		-	27.9
28		Executive Assistant III	33.59		46.99	39.81		55.28	30.86	37.15		30.86		43.18	40.68	48.96	56.92	39.48			31.7
29		License and Permit Specialist I	19.41		27.20	22.71		31.61	17.83	21.51		17.83		25.00	23.51	28.32		22.55			18.3
30		License and Permit Specialist II		26.22	30.42	25.67		35.52	20.05	24.09	and the second second	20.05	The state of the s	27.96	26.43	31.75		25.46		and the second second	20.6
31		License and Permit Specialist III	24.52		34.13	28.91		39.94	22.53	27.05	Control of the Printer State of the Parket	22.53		31.36	29.70	35.66	and the second second	28.67		39.62	23.
32		License and Permit Specialist IV	27.67		39.79	32.69		46.70	25.42	31.12		25.42			33.51	41.02		32.42		and the same of the same of the same of	26.
33		License and Permit Specialist V	31.48		43.98	37.27		51.68	28.93	34.79		28.93			38.13	45.86	53.27	36.97			29.7
34		Data Entry Operator I	14.17	16.83	19.67	16.32		22.51	14.37	16.96		14.69			16.95	20.01	23.39	16.20	19.11	22.33	14.0
35		Data Entry Operator II	15.66	18.69	21.88	18.14	21.53	25.19	15.98	18.96	22.18	16.33	19.37		18.86	22.38	26.20	18.00	21.36	and the second second	15.5
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17.73 21.07 24.78

18.12 21.55 25.35

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19.98 23.75 27.90

17.3

17.29 20.67 24.32

0207 Data Entry Operator III

### WorkQuest Contacts

### **Kyle Radford**

Director of Strategic Business Development kradford@workquest.com

**Roxy Van Loo** 

Director of Sales rvanloo@workquest.com

Ray Zaman

Director of Product Management rzaman@workquest.com

Main Office:

512.451.8145

Central Store:

512.834.8242

workquest.com



# Questions

ANDANSWERS

