



REQUEST FOR  
HEALTH CARE SECTOR CAREER INITIATIVE  
QUOTATIONS

February 1, 2023 – June 30, 2024

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PROPOSAL DUE: December 5, 2022, 5:00 p.m. PDT

SUBMIT ELECTRONICALLY TO: cflorence@novaworks.org

The NOVAworks Workforce Board (NOVA) is a department of the City of Sunnyvale and functions as a federally chartered workforce development board through joint powers agreements with the County of San Mateo and the Santa Clara County Cities of Cupertino, Los Altos, Milpitas, Mountain View, Palo Alto, Santa Clara, and Sunnyvale. NOVA's purpose is to support workforce mobility by easing workers' transitions from opportunity to opportunity throughout their career cycles. NOVA is geographically in the center of Silicon Valley, and the economy is led by information technology followed by health care.

With California's over-65 population projected to grow by four million people between 2015 and 2030 and the continued impact of COVID-19, there will be heightened demand for health care workers through 2025, according to the San Francisco Bay Center of Excellence for Labor Market Research. In Santa Clara County, medical assistant positions are forecast for 14 percent growth between 2020 and 2025. The corresponding projections for medical and health services managers, nurse practitioners, and registered nurses are 23%, 36%, and 14%, respectively. At the same time health care employers are reporting shortages in several critical healthcare occupations.

NOVA issues this Request for Quotations (RFQ) to solicit a response from qualified contractors for the following activities in the healthcare industry sector on behalf of job seekers from historically excluded communities and dislocated workers in the NOVA local workforce service area:

- Prospective participant outreach and engagement
- Career assessments and planning
- Technical and career navigation training
- Earn and learn opportunities include paid internships and apprenticeships
- Short-term prevocational services
- Workforce preparation activities
- Access to professional networks and mentors
- Individual and group counseling
- Job placement support with regional health care employers
- Financial literacy services
- English language acquisition and integrated education and training programs
- Supportive services including, but not limited to, access to childcare, clothing, testing costs, and transportation.

This RFQ seeks to address the region's healthcare talent needs through a holistic workforce initiative that prepares individuals from historically excluded communities and dislocated workers for careers in in-demand healthcare careers with opportunities for sustained career advancement. The responses to this RFQ must include program designs that meet the employment and training needs of the community's underserved and dislocated workers, mutually agreed upon performance outcomes, and NOVA's priorities as a regional workforce development hub.

The proposed healthcare initiative should serve between 50 and 100 job seekers over a 17-month period, commencing on February 1, 2023, or once parties have reached agreement on a contract.