



November 21, 2024

*Transmitted via email notification*

**Dear Director Wingett,**

To support the City of Hollywood Development Services Department's critical mission, it is imperative to engage a partner capable of delivering innovative, reliable, and comprehensive solutions. OnPointe Government Solutions stands out as the ideal partner for this endeavor, bringing over 15 years of proven expertise in municipal government operations and a tailored approach to optimizing public services. OnPointe's unmatched track record and unique capabilities justify leveraging the Best Interest of the City approach for procurement, bypassing the lengthy and less-targeted Request for Proposal (RFP) process.

### **Why OnPointe Government Solutions?**

#### 1. Comprehensive Expertise in Municipal Operations:

- OnPointe specializes in building, planning, and public works operations, providing modernized solutions that directly align with the needs of the Development Services Department.
- Their principal's hands-on experience in optimizing workflows and implementing innovative workforce strategies ensures a deep understanding of municipal government challenges and solutions.

#### 2. Tailored Technology and Workforce Solutions:

- OnPointe excels in integrating modern technology to streamline operations and improve service delivery, a critical need as the City of Hollywood adapts to growing demands.
- They provide customized staffing solutions, acting as an extension of the department and ensuring the necessary resources are in place to meet project milestones effectively.



### 3. Agility and Comprehensive Support:

- The team delivers wrap-around services, seamlessly integrating with city departments to offer end-to-end support.
- This approach ensures that services are not fragmented but instead fully aligned with the City's strategic objectives, fostering efficiency and reducing operational risks.

### 4. Proven Success in Municipal Collaboration:

- With a history of collaboration alongside city agencies, OnPointe has consistently demonstrated its ability to deliver measurable improvements in municipal performance.

## **Best Interest of the City Procurement Approach**

The Best Interest of the City procurement method is particularly advantageous for engaging OnPointe Government Solutions because:

- **Efficiency and Speed:** This approach eliminates delays associated with a traditional RFP process, allowing the City to address urgent needs and capitalize on OnPointe's expertise immediately.
- **Tailored Alignment with Needs:** Unlike a generalized RFP, direct engagement ensures a customized solution specifically designed for the Development Services Department's unique requirements.
- **Reduced Administrative Burden:** The City avoids the extensive resources required to draft, evaluate, and manage an RFP process while ensuring full compliance with procurement regulations.
- **Guaranteed Expertise:** OnPointe's established record and clear alignment with the City's goals provide certainty of outcomes that an RFP process cannot guarantee.

## Conclusion

OnPointe Government Solutions offers a proven, comprehensive approach to enhancing municipal operations, with expertise and flexibility that align with the City of Hollywood Development Services Department's goals. Their ability to integrate modern technology, optimize workforce development, and deliver tailored solutions positions them as a strategic partner who can meet and exceed the City's needs.

Engaging OnPointe through the Best Interest of the City approach ensures the City maximizes efficiency, reduces administrative complexity, and delivers superior public services to its residents and businesses without delay. By selecting OnPointe Government Solutions, the City of Hollywood secures a trusted partner committed to driving transformative results.

*Kemarr L. Brown*  
CEO

**Kemarr L. Brown**

**Founder & Chief Visionary Officer**

