



City of Austin FSD Purchasing Office

Certificate of Exemption

DATE: 06/21/2017

DEPT: Human Resources Department

TO: Purchasing Officer or Designee

FROM: Rebecca Kennedy, Chief Administrative Officer

BUYER: Roger Stricklin

PHONE: (512) 974-1727

Chapter 252 of the Local Government Code requires that municipalities comply with the procedures established for competitive sealed bids or proposals before entering into a contract requiring an expenditure of \$50,000 or more, unless the expenditure falls within an exemption listed in Section 252.022.

Senate Bill 7 amended Chapter 252 of the Local Government Code to exempt from the requirements of such Chapter expenditures made by a municipally owned electric utility for any purchases made by the municipally owned electric utility in accordance with procurement procedures adopted by a resolution of its governing body that sets out the public purpose to be achieved by those procedures. The Austin City Council has adopted Resolution No. 040610-02 to establish circumstances which could give rise to a finding of critical business need for Austin Energy.

This Certification of Exemption is executed and filed with the Purchasing Office as follows:

1. The undersigned is authorized to submit this certification.
2. The undersigned certifies that the following exemption is applicable to this purchase. (Please check which exemption you are certifying)

- ☐ a procurement made because of a public calamity that requires the immediate appropriation of money to relieve the necessity of the municipality's residents or to preserve the property of the municipality
- ☐ a procurement necessary to preserve or protect the public health or safety of municipality's residents
- ☐ a procurement necessary because of unforeseen damage to public machinery, equipment, or other property
- ☒ a procurement for personal, professional, or planning services
- ☐ a procurement for work that is performed and paid for by the day as the work progresses
- ☐ a purchase of land or right-of-way
- ☐ a procurement of items available from only one source, including: items that are available from only one source because of patents, copyrights, secret processes, or natural monopolies; films, manuscripts, or books; gas, water, and other utility services; captive replacement parts or components for equipment; books, papers, and other library materials for a public library that are available only from the persons holding exclusive distribution rights to the materials; and management services provided by a nonprofit organization to a municipal museum, park, zoo, or other facility to which the organization has provided significant financial or other benefits
- ☐ a purchase of rare books, papers, and other library materials for a public library
- ☐ paving, drainage, street widening and other public improvements, or related matters, if at least one-third of the cost is to be paid by or through special assessments levied on property that will benefit from the improvements
- ☐ a public improvement project, already in progress, authorized by voters of the municipality, for which there is a deficiency of funds for completing the project in accordance with the plans and purposes as authorized by the voters

- ☐ a payment under a contract by which a developer participates in the construction of a public improvement as provided by Subchapter C, Chapter 212
- ☐ personal property sold: at an auction by a state licensed auctioneer; at a going out of business sale held in compliance with Subchapter F, Chapter 17, Business & Commerce Code; by a political subdivision of this state, a state agency of this state, or an entity of the federal government; or under an interlocal contract for cooperative purchasing administered by a regional planning commission established under Chapter 391
- ☐ services performed by blind or severely disabled persons
- ☐ goods purchased by a municipality for subsequent retail sale by the municipality
- ☐ electricity
- ☐ advertising, other than legal notices
- ☐ Critical Business Need (Austin Energy Only)

3. The following facts as detailed below support an exemption according to Section 252.022 of the Local Government Code for this purchase. Please verify the steps taken to confirm these facts. If you are citing the following exemptions, please provide the additional information requested below. A more detailed explanation of these exemptions is attached.

- **Preserve and Protect the Public Health and Safety** – Describe how this purchase will preserve and protect the public safety of residents.
- **Sole Source** – Describe what patents, copyrights, secret processes, or natural monopolies exist. Attach a letter from vendor supporting the sole source. The letter must be on company letterhead and be signed by an authorized person in company management.
- **Personal Services** – Describe those services to be performed personally by the individual contracted to perform them.
- **Professional Services** – Describe what mainly mental or intellectual rather than physical or manual and/or disciplines requiring special knowledge or attainment and a high order of learning, skill, and intelligence are required to perform this service.
- **Planning Services** – Describe the services primarily intended to guide governmental policy to ensure the orderly and coordinated development of the state or of municipal, county, metropolitan, or regional land areas.
- **Critical Business Need** – Describe the procurement necessary to protect the competitive interests or position of Austin Energy.

The Human Resources Department has worked with several departments (CTM & APH) to engage an industry leader in recruiting. Name recognition alone, LinkedIn can assist with recruiting. LinkedIn provides the City the opportunity to transform our approach to talent acquisition. LinkedIn is the largest professional network in the world, and offers insights and trends in recruiting qualified applicants to apply for the City. Contracting with LinkedIn is the only way to access the LinkedIn network and website.

- LinkedIn can help Austin build a compelling employer brand. The City can build a following a key talent to help fill our "hard to fill" positions. LinkedIn will help us engage the best talent and actively seek people, rather than passively wait for individuals to apply for jobs. We will be able to reach out to people who have experience we seek and engage them to see if Austin could be a new fit for them. LinkedIn has 133 million users in the United States, and within Austin, over 14,000 members have "followed" the City of Austin. We want to be able to actively engage these individuals for our open positions in Austin.

- Recommended Certification
- Originator Rebecca Kennedy Date 6/16/17
- Approved Certification
- Department Director or designee [Signature] Date 6/19/17
- Assistant City Manager / General Manager or designee (if applicable) [Signature] Date 6/23/17
- Purchasing Review (if applicable)
- Buyer [Signature] Date _____ Manager Initials _____
- Exemption Authorized (if applicable)
- Purchasing Officer or designee _____ Date _____

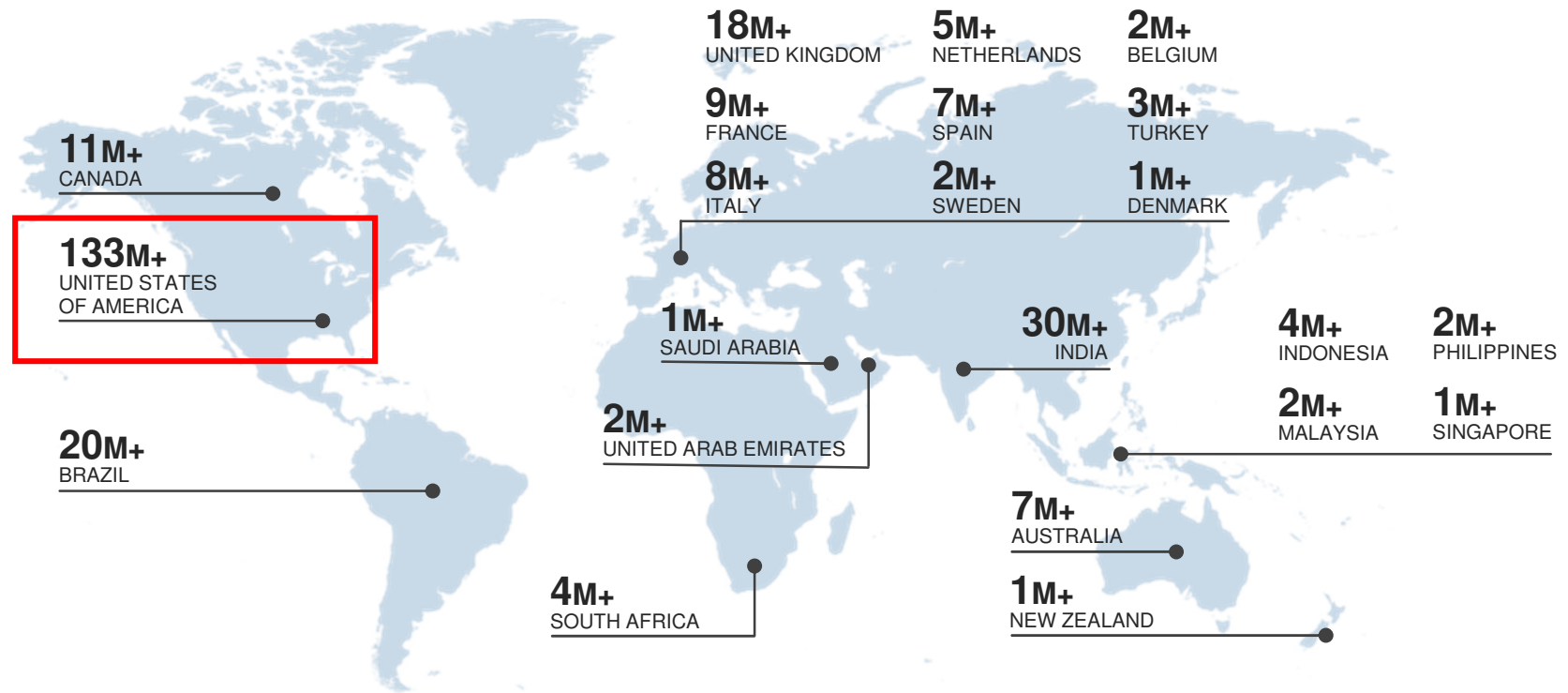
02/26/2013



City of Austin

Prepared by Emma Nicolle
Government Specialist
April 2017

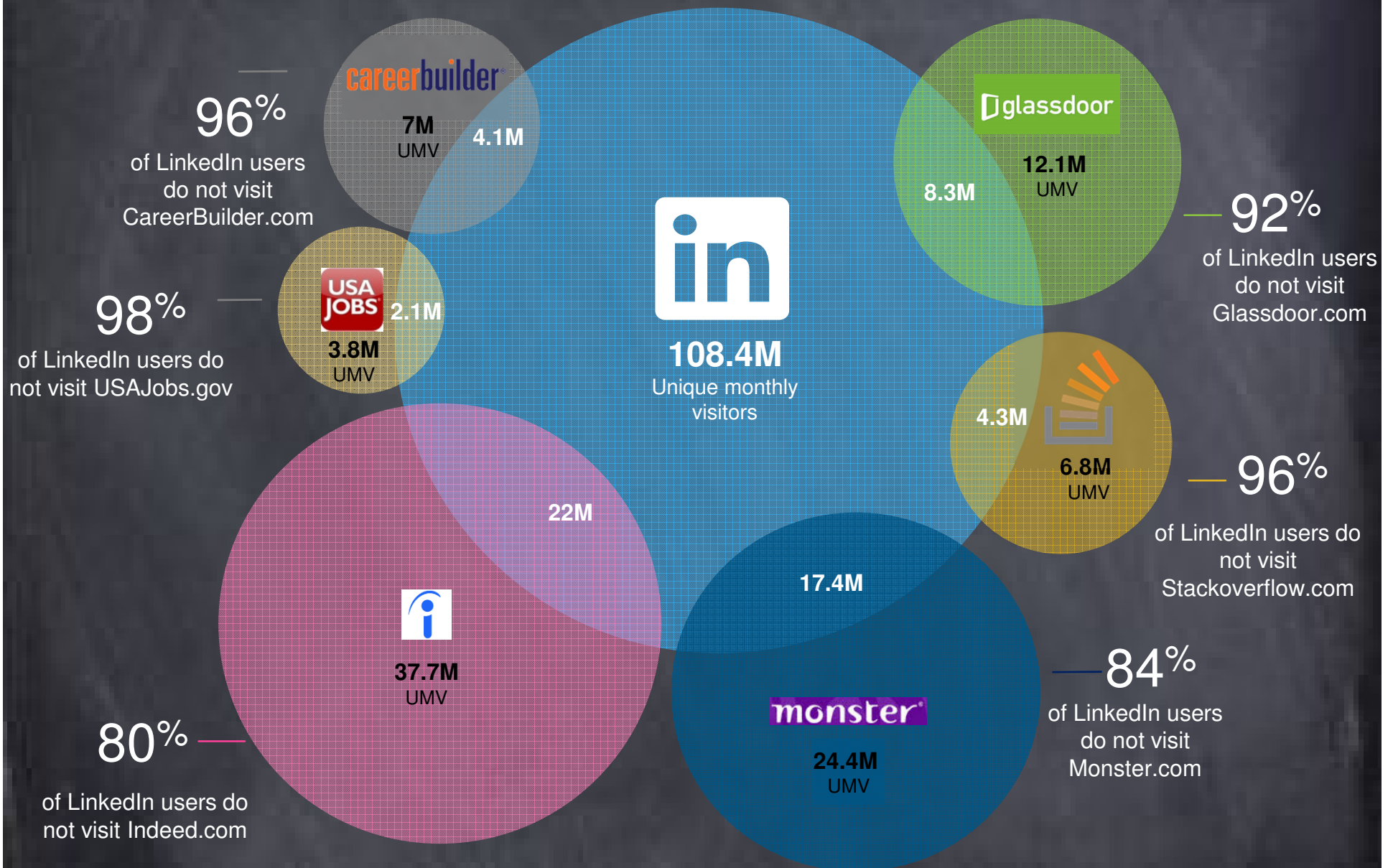
LinkedIn: A global pool of talent



467M+ Members worldwide

+2 New members per second
187M Monthly unique visitors

LinkedIn reaches a unique audience





Talent Brand Development:

City of Austin's current Company Page looks like:

14,212

LinkedIn members have chosen to follow the State's company on LinkedIn

– Currently, this is what they see:



79% of Followers are interested in working for that organization

City of Austin
Government Administration • 10,001+ employees • Austin, Texas
4 connections work here. See all 4,987 employees →
See jobs Follow 14,212 followers

PREMIUM
See how City of Austin is trending over the last two years. Get the full picture

About us
City of Austin is a municipality of approximately 1 million people. The City owns and operates the local electrical utility (Austin Energy), water utility (Austin Water), Austin Convention Center, Palmer Events Center, Austin-Bergstrom International Airport, as well as, all of the other health, public safety, and administrative services required to operate a large city.

Specialties
Health, CodeNext, Creativity, Water, Mobility, Environment, Affordability, and Workforce

Recent update
Thank you to all of the employers who attended the
See all updates

Show details

4 connections at this company
Doron Silberstein · 1st
Business Process Specialist (Employment Consultant) – Employment Services
Message

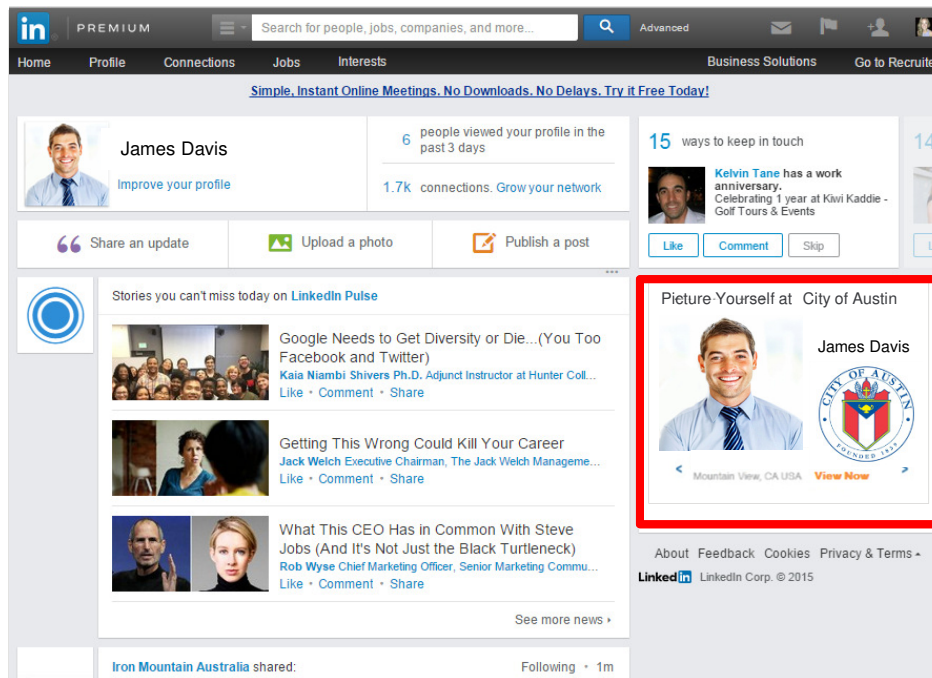
Ads You May Be Interested In
2017 Predictions for HR!
Keep Up with Recruitment in 2017 with Advice from the Experts. View Now!
Weaponize Your POS
Expand the managed services you already provide with Upserve.
Cold Chain Exec Face Time
Cold Chain Executives Looking to Implement New Supply Chain Solutions

Similar companies
Travis County
Government Administration
1,001-5,000 employees
City of San Antonio
Government Administration
10,001+ employees
Texas Parks and Wildlife Department
Government Administration
1,001-5,000 employees
Texas Department of Transportation
Government Administration
10,001+ employees
City of Houston
Government Administration
10,001+ employees



Build Awareness among Key Talent Pools with **Targeted Ads** promoting the City of Austin

Warm up target talent using LinkedIn's highly targeted recruitment ads and drive them to engage further with your Careers Presence



Recruitment ads drive target talent to engage with you in the following ways:

- Become a Company Follower
- View relevant jobs
- View relevant EVP content

Powerful targeting ensures you're reaching **precisely** the talent you need



Breakthrough to Passive Candidates by telling your story at scale with **Sponsored Updates**

Target Audience:
IT Professionals in Texas

LinkedIn Today recommends this news for you

Top News: Marissa Mayer is Making Google Happy, Who Multitasking Hurts, and More
linkedin.com

The 6 People You Need in Your Corner
forbes.com

Temporary Work Demand Rises as Companies Avoid
businessweek.com

Cindy Jung is now connected to Kevin Donato, VP Advertising Sales, OpenTable and Kim Lowe, Director, Editor in Chief at Microsoft
Send a message • 4 minutes ago

PEOPLE YOU MAY KNOW

It's more than just a job!
Join City of Austin

Lean More

Stay top of mind as candidates journey around the network

Establish yourself as an employer of choice in the industry with Sponsored Updates

Indiana Takes Aim at Opioid Crisis with Analytics
government technology

WHO'S VIEWED YOUR PROFILE?

Your profile has been viewed by 7 people in the past 3 days.

1 You have shown up in search results 11 times in the past day.

OUR LINKEDIN NETWORK

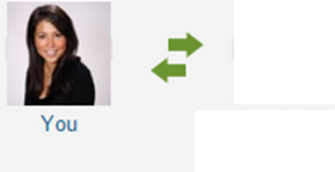
336 Connections link you to 11,534,283+ professionals



Lead Capture Landing Page Example: Nurses

Spotlight Ads

Open Nurse Jobs - Flexibility that fits your lifestyle.



You

We need experienced nurses like you to provide care for our patients.

[Learn More Today!](#)

Ad

Sponsored Updates

is seeking compassionate RNs, LPNs, LVNs, CNAs, and more to care for patients in your area. Experience flexible hours, personalized service from our office staff and a variety of rewarding assignments. Learn more today! <https://lnkd.in/eZP2S97>



Nurse Job Opportunities in Your Area

is hiring nurses in your area and based on your background we think you'd be a great fit.

is looking for qualified and experienced caregivers to join our team. We have a variety of career opportunities to offer you. As a member of the team, you will experience the joy and satisfaction of helping others while enjoying a gratifying career in the healthcare industry.

We firmly believe that our caregivers are the heartbeat of our organization, and offer several programs to honor and reward those caregivers who demonstrate excellence in providing quality care.

Benefits*

- Competitive pay
- Health, dental, vision, and life insurance
- 401 (k) savings plan
- Weekly paychecks
- Continuous professional and clinical training
- Awards and recognition programs

*Benefit eligibility is dependent on employment status.

Want to learn more or know someone else who may be interested? Click on the button below and we'll be in touch!

By clicking the button, I agree that my contact information will be forwarded directly to a recruiter.

[I'm Interested!](#)

☒ Share my email address



Linked in Recruiter



WE NEED EXPERIENCED
NURSES LIKE YOU TO CARE
FOR OUR PATIENTS

7,788 clicks
to landing page

1,436 leads



Campaign Flow: Leads Generated to Candidates Hired

in Recruiter Projects Clipboard Jobs Reports More

Nurse Hiring Accelerator

Overview Responses (95) Archived Responses (0)

Select: All | None

Send Message Edit Save Archive

InMail	Free Message ?	Name	Current Title	Location	Date Responded	Email Address
<input type="checkbox"/>	Available	Bob Preston	Unemployed	Dallas/Fort Worth Area	May 11 2015	bob78009@yahoo.com
<input type="checkbox"/>	Available	Barnett Denton	Support Engineer at Solenis	Dallas/Fort Worth Area	May 11 2015	bdenton@verizon.net
<input type="checkbox"/>	Available	Anne-Marie Girard, MBA	Sales Manager at AkzoNobel Pulp and Performance Chemicals	Providence, Rhode Island Area	May 06 2015	agirard54@cox.net
<input type="checkbox"/>	Available	Larry Campa	Sales Development Manager at PureForce (division of Ecolab)	Greater Chicago Area	May 03 2015	larry.campa@pureforcevc.com
<input type="checkbox"/>	Available	MB Brennan	Sales Manager-Specialty Chemicals	Greater New York City Area	May 02 2015	mbrennan707@comcast.net
<input type="checkbox"/>	Available	Patrice Brenner	CRM	Greater Denver Area	Apr 30 2015	pbrenner3@gmail.com
<input type="checkbox"/>	Available	Michael Magee	Sr. Technical Sales Rep at Evonik Corp	Richmond, Virginia Area	Apr 30 2015	michael.magee@evonik.com
<input type="checkbox"/>	Available	Pat Walder	Sales Associate at Ultra-Chem, Inc.	Phoenix, Arizona Area	Apr 29 2015	pwann@aol.com
<input type="checkbox"/>	Available	Demetrius Lopez	Sales at Aldo Chemicals	Houston, Texas Area	Apr 29 2015	demetriuslopez2004@yahoo.com
<input type="checkbox"/>	Available	John Treese	District Sales Manager for Master Chemical Corp	Greater San Diego Area	Apr 25 2015	jotreese@masterchemical.com
<input type="checkbox"/>	Available	Sheila Goff	Customer Service and Account Manager for Pierce Chemicals	Dallas/Fort Worth Area	Apr 24 2015	cfmomsheila@att.net
<input type="checkbox"/>	Available	Craig Bethell	Technical Sales Consultant Bethell & Sons, Servicing Oregon, Washington, Idaho, Utah,	Portland, Oregon Area	Apr 21 2015	cbethell@inet.com

Once a candidate clicks the "I'm Interested" button, your team will get access to their contact information – including location & email address.

You'll also be able to view the candidate's LinkedIn profile.

Anne-Marie Girard, MBA
Sales Manager at AkzoNobel Pulp and Performance Chemicals
Providence, Rhode Island Area

Previous positions:
Specification Manager at Akzo Nobel Coatings
Northeastern Regional Manager at Matthews International

Education
Johnson and Wales University, MBA, Global Business Leadership-Marketing

Send InMail Add to clipboard

Contact Info Edit Company Website Public Profile

Recruiting Activity
There's no activity associated with this profile.

Background

Summary

SUMMARY OF QUALIFICATIONS

Anne-Marie has immersed herself in marketing and sales which included: technical, key account, and new business development with global corporations for 20 years. As a specification manager across North America with Akzo Nobel A & A, she developed key international and domestic accounts, which included fortune 500 restaurants and hotel chains.

Wired to take on new challenges, she did not shy away from an opportunity to move into a division of AkzoNobel that presented a number of challenges. This included undertaking a technical sales approach with a specialty chemical that is sold to a diverse market. This market includes calling on the following industries: coatings, adhesives, sealants, additives, inks, and personal care. It also requires a team approach which is well suited to Anne-Marie's management style.

Over the years, she has honed her skills as a disciplined self-starter with excellent management and organizational proficiencies.

Experience

Sales Manager
AkzoNobel Pulp and Performance Chemicals
November 2013 – Present (1 year 6 months) | Northeast, Great Lakes, and Canada



The Power of LinkedIn Media Targeting: How We'll Reach Your Key Audiences

	Targeted Ads	Sponsored Updates
Geography <i>(Global, Country, State, City/Metro)</i>	✓	✓
Industry <i>(What a company does)</i>	✓	✓
Job Function <i>(What an individual does)</i>	✓	✓
Seniority <i>(Manager, Director, VP...)</i>	✓	✓
Company Size (Current)	✓	✓
Current and Past Company Name	✓	✓
Group <i>(including Diversity)</i>	✓	✓
Gender	✓	✓
Employee 1st Degree Network	✓	
Age		✓
Skills		✓
Job Title		✓



Strategic Sourcing & Pipelining: **LinkedIn Recruiter**

- **One tool to search, communicate with and manage all your proactive recruitment activity**
- Search all 467 million+ members on LinkedIn to find the right candidates for your roles
- Unrestricted access to all members' full names & full profiles
- Advanced filters to allow you to quickly zero in and identify the right talent – FAST!
- Communicate at scale with your target talent
- Build out and manage a talent pipeline for immediate, ongoing & future roles





LinkedIn Recruiter - Zero In On Your Target Talent

Unrestricted access to relevant candidates' full profiles in seconds!

The screenshot displays the LinkedIn Recruiter interface. The top navigation bar includes links for PROJECTS, CLIPBOARD, JOBS, REPORTS, and MORE. A search bar at the top left contains the text "Start a new search". On the left sidebar, there are several filter categories: Job titles, Locations, Skills, Schools, Industries, Keywords, Years in current position, and Years of experience. The "Keywords" section is highlighted with a yellow box containing the text "network engineer". The main content area shows search results for "2,779,685 total candidates", "118,848 engaged with your Talent Brand", and "6,510 open to new opportunities". Below this, two candidate profiles are displayed: Louis Guerra and Lewis Lampkin, III. Each profile includes a profile picture, name, current and past roles, and education. A red box highlights the "network engineer" keyword in the search filters. A red box highlights the "2,779,685 total candidates" count. A red box highlights the "118,848 engaged with your Talent Brand" count. A red box highlights the "6,510 open to new opportunities" count. A red box highlights the "network engineer" keyword in the search filters. A red box highlights the "network engineer" keyword in the search filters. A red box highlights the "network engineer" keyword in the search filters.

Showing results for

Job titles
+ Job titles or boolean

Locations
+ Candidate geographic locations

Skills

Schools
+ Schools attended

Industries
+ Candidate industries

Keywords
network engineer

Years in current position
+ Years working in their current position

Years of experience
+ Years working in their field

Advanced

2,779,685 total candidates

118,848 engaged with your Talent Brand

6,510 open to new opportunities

Complete visibility of who the best candidates are

Quickly zero-in on the right candidates with targeted search filters

Save profiles to your team or individual project folders

Complete, unrestricted access of full names & full profiles beyond your 3rd degree network, to every LinkedIn member globally!

Louis Guerra 3rd in
Senior Computer Network Systems Engineer / Law Security, Technology Consultant and Licensed Private In...
Greater New York City Area • Information Technology and Services

Current Senior Computer Network Systems Engineer at Electro-America, Inc. 1984 – Present

Past Field Support Engineer IV / Consultant at Progressive Gaming International 2007 – 2010

Education Farleigh Dickinson University
Farleigh Dickinson University

Lewis Lampkin, III CISSP / CCDP / CCNP 3rd
Network Security Consultant
San Antonio, Texas Area • Information Technology and Services

Current Senior Network Engineer | CISSP | CCDP | CCNP at Company Name Withheld 2013 – Present

Past Information Assurance Engineer (Information Security Engineer) | CISSP | CCNP at ASG, LLC 2012 – 2013
Lead Network Security Administrator | CISSP | CCNA:Security at Modis 2012 – 2012

Education Syracuse University
Western Governors University

Petr Lapukhov 3rd
Network Engineer at Facebook
San Francisco Bay Area • Computer Networking

Current Network Engineer at Facebook 2013 – Present

Past Sr. Network Engineer at Microsoft Corp 2011 – 2013
Instructor/Developer at Internetwork Expert Inc. 2006 – 2011

Education Kazan State University 2000 – 2003



Emma Nicolle
Government Specialist
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enicolle@linkedin.com