



DU PAGE COUNTY

Economic Development Committee

Regular Meeting Agenda

421 N. COUNTY FARM ROAD
WHEATON, IL 60187
www.dupagecounty.gov

Tuesday, August 18, 2026

8:30 AM

Room 3500A

1. CALL TO ORDER

2. ROLL CALL

3. CHAIRWOMAN'S REMARKS - CHAIR YOO

4. PUBLIC COMMENT

5. APPROVAL OF MINUTES

5. A. [26-2076](#)

Economic Development - Minutes - June 16, 2026

6. PROCUREMENT REQUISITIONS

6. A. [26-2157](#)

Recommendation for the approval of a contract purchase order issued to Executive Pulse, Inc., for a CRM data base, for the Workforce Development Division, for the period of September 1, 2026 to August 31, 2027, for a contract total amount not to exceed \$12,500; per RFP 26-048-WIOA.

7. INCUMBENT WORKER TRAINING

7. A. [26-1964](#)

CamCraft

7. B. [26-1965](#)

Borter Heating & Air Conditioning

7. C. [26-1967](#)

Village of Carol Stream Public Works

7. D. [26-1968](#)

Dreisilker Electric Motors, Inc.

7. E. [26-1969](#)

Easterseals DuPage & Fox Valley

7. F. [26-1970](#)

Kenyeri Engineering & Manufacturing

- 7. G. [26-1971](#)
Koi Computers
- 7. H. [26-1972](#)
Matrix Plastic Products
- 7. I. [26-1973](#)
Reliable Information Technology
- 7. J. [26-1974](#)
RKC Cleaners
- 7. K. [26-1975](#)
Simplex System Controls
- 7. L. [26-1976](#)
TOX-Pressotechnik
- 7. M. [26-1977](#)
Walker Midwest
- 7. N. [26-1978](#)
Indian Boundary YMCA
- 7. O. [26-2075](#)
Abrasive West LLC

8. PRESENTATION - workNet DuPage Update: Lisa Schvach

9. OLD BUSINESS

10. NEW BUSINESS

11. ADJOURNMENT



Minutes

421 N. COUNTY FARM
ROAD
WHEATON, IL 60187
www.dupagecounty.gov

File #: 26-2076

Agenda Date: 8/18/2026

Agenda #: 5. A.



DU PAGE COUNTY

Economic Development Committee

Final Summary

421 N. COUNTY FARM ROAD
WHEATON, IL 60187
www.dupagecounty.gov

Tuesday, June 16, 2026

8:30 AM

Room 3500A

1. CALL TO ORDER

8:30 AM meeting was called to order by Chair Yeena Yoo at 8:32 AM. Chair Yoo read the language allowing Members to Participate Remotely under 7(A) of the Open Meetings Act so Member Galasssi was able to participate. A motion was made by Member Childress, Second by Member Haider. Motion Carries.

2. ROLL CALL

PRESENT	Childress, Haider, Martinez, and Yoo
ABSENT	Eckhoff
REMOTE	Galassi

3. CHAIRWOMAN'S REMARKS - CHAIR YOO

Chair Yoo welcomed Committee Members and provided updates from the DuPage Convention & Visitor's Bureau noting two large events, including the USA Power Lifting Raw Nationals which generated over \$2 million dollars to be infused back into DuPage communities. The National Nuclear Security Administration & Department of Energy Emergency Management Symposium was also held at the Argonne National Laboratory in honor of their 40th Anniversary and the first time these two groups were able to meet. This resulted in 1500 room nights at 7 hotels, all sourced and helped with an incentive from the DCVB.

4. PUBLIC COMMENT

No public comments were offered.

5. APPROVAL OF MINUTES

5. A. [26-1628](#)

Economic Development Committee - Minutes - May 19, 2026

Attachments: [Economic Development Committee - Minutes - May 19, 2026](#)

RESULT:	APPROVED
MOVER:	Saba Haider
SECONDER:	Michael Childress

6. PROCUREMENT REQUISITIONS

6. A. [26-1717](#)

Recommendation for the approval of a contract purchase order to CDW Government, Inc., to purchase (45) Perpetual Microsoft Office LTSC Licenses, as needed for the Workforce Development Division, for the period of June 16, 2026 to June 15, 2027, for a contract total amount not to exceed \$21,406.50. Contact pursuant to the Governmental Joint Purchasing Act (Sourcewell Contract #R-257160).

Attachments: [CDW Government, Inc - PRCC](#)
[CDW Government, Inc - Quote](#)
[State of Illinois , Joint Purchasing R-257160 Contract](#)
[State of Illinois P-80070 contract amendment 3 to add](#)
[Subcontractor- executed Redacted](#)
[CDW Government, Inc - Vendor Ethics](#)

RESULT:	APPROVED
MOVER:	Saba Haider
SECONDER:	Michael Childress

6. B. [ED-P-0002-26](#)

Recommendation for the approval of a contract purchase order to The Salem Group, for work-based learning employer of record services, as needed for the Workforce Development Division, for the period of July 1, 2026 to June 30, 2027, for a contract total amount not to exceed \$200,000. Contact pursuant to the Governmental Joint Purchasing Act, 30 ILCS 525/2 (Lake County Agreement #26115-1).

Attachments: [The Salem Group - PRCC](#)
[The Salem Group - Agreement for Professional Services](#)
[The Salem Group - Lake County Agreement](#)
[Salem Group Work Based Learning Memo FINAL](#)
[County of DuPage Required Vendor Ethics Disclosure Statement -](#)
[The Salem Group 6-4-2025 Redacted](#)

RESULT:	APPROVED AND SENT TO FINANCE
MOVER:	Michael Childress
SECONDER:	Saba Haider

7. **CHANGE ORDERS**

7 A. [26-1750](#)

Decrease and close PO 7276-0001 SERV, issued to Downers Grove Area Chamber of Commerce & Industry, in the amount of \$20,000. Contract has expired. (Workforce Development Division)

Attachments: [Chamber 630 - Decrease and Close](#)

RESULT:	APPROVED
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MOVER:	Michael Childress
SECONDER:	Saba Haider

8. OLD BUSINESS

No old business was discussed.

9. NEW BUSINESS

No new business was discussed.

10. ADJOURNMENT

With no further business, the meeting was adjourned by Chair Yoo at 8:39 AM.



Economic Development Requisition under \$30,000

421 N. COUNTY FARM
ROAD
WHEATON, IL 60187
www.dupagecounty.gov

File #: 26-2157

Agenda Date: 8/18/2026

Agenda #: 6. A.



Procurement Review Comprehensive Checklist
Procurement Services Division
This form must accompany all Purchase Order Requisitions

SECTION 1: DESCRIPTION

General Tracking		Contract Terms	
FILE ID#: 26-2157	RFP, BID, QUOTE OR RENEWAL #: 26-048-WIOA	INITIAL TERM WITH RENEWALS: 1 YR + 3 X 1 YR TERM PERIODS	INITIAL TERM TOTAL COST: \$12,500.00
COMMITTEE: ECONOMIC DEVELOPMENT	TARGET COMMITTEE DATE: 08/18/2026	PROMPT FOR RENEWAL:	CONTRACT TOTAL COST WITH ALL RENEWALS: \$39,500.00
	CURRENT TERM TOTAL COST: \$12,500.00	MAX LENGTH WITH ALL RENEWALS: FOUR YEARS	CURRENT TERM PERIOD: INITIAL TERM
Vendor Information		Department Information	
VENDOR: Executive Pulse	VENDOR #: 48590	DEPT: Workforce Development	DEPT CONTACT NAME: Amy Everett
VENDOR CONTACT: Sean Michaels	VENDOR CONTACT PHONE: 866-397-8573	DEPT CONTACT PHONE #: 630-955-2045	DEPT CONTACT EMAIL: aeverett@worknetdupage.org
VENDOR CONTACT EMAIL: smichaels@e-pulse.net	VENDOR WEBSITE: executivepulse.com	DEPT REQ #:	
Overview			
DESCRIPTION Identify scope of work, item(s) being purchased, total cost and type of procurement (i.e., lowest bid, RFP, renewal, sole source, etc.). Per lowest responsible bid, RFP 26-048-WIOA.			
JUSTIFICATION Summarize why this procurement is necessary and what objectives will be accomplished A CRM Platform License for Workforce Development and Business Services including an annual subscription with 6 named users, all modules, full technical support, hosting, maintenance, and all platform upgrades. Will allow for employer engagement and continuity, with outcome tracking and grantor reporting.			

SECTION 2: DECISION MEMO REQUIREMENTS

DECISION MEMO NOT REQUIRED	Select an item from the following dropdown menu to identify why a Decision Memo (Section 3) is not required.
DECISION MEMO REQUIRED	Select an item from the following dropdown menu to identify why a Decision Memo (Section 3) is required.
RFP (REQUEST FOR PROPOSAL)	

SECTION 3: DECISION MEMO

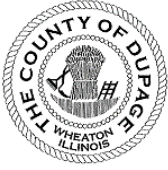
SOURCE SELECTION	Describe method used to select source. RFP #26-048-WIOA
RECOMMENDATION AND TWO ALTERNATIVES	Describe staff recommendation and provide justification. Identify at least 2 other options to accomplish this request, including status quo, (i.e., take no action). 1 – Do Not Proceed with a New CRM Solution 2 – Select a Different Vendor from the RFP The Workforce Development Division recommends proceeding with Executive Pulse based on its strong alignment with the Division's requirements, competitive pricing, and overall value. The solution represents a significant improvement over the current free HubSpot platform and will improve staff efficiency while strengthening the Employer Partnerships team's ability to support local workforce and economic development efforts.

SECTION 4: SOLE SOURCE MEMO/JUSTIFICATION	
JUSTIFICATION Select an item from the following dropdown menu to justify why this is a sole source procurement.	
NECESSITY AND UNIQUE FEATURES	Describe the product or services that are not available from other vendors. Explain necessary and unique features or services. Attach letters from manufacturer, letters from distributor, warranties, licenses, or patents as needed. Be specific.
MARKET TESTING	List and describe the last time the market has been tested on the applicability of the sole source. If it has not been tested over the last 12 months, explain why not.
AVAILABILITY	Describe steps taken to verify that these features are not available elsewhere. Included a detailed list of all products or services by brand/manufacturer examined and include names, phone numbers, and emails of people contacted.

SECTION 5: Purchase Requisition Information			
<i>Send Purchase Order To:</i>		<i>Send Invoices To:</i>	
Vendor: Executive Pulse	Vendor#: 48590	Dept: WDD-HR	Division: Workforce Development
Attn: Sean Michaels	Email: smichaels@e-pulse.net	Attn: Amy Everett	Email: aeverett@worknetdupage.org
Address: 155 E. 10th Street	City: Erie	Address: 2525 Cabot Dr, Suite 302	City: Lisle
State: Pennsylvania	Zip: 16501	State: IL	Zip: 60532
Phone: 866-397-8573	Fax:	Phone: 630-955-2045	Fax:
<i>Send Payments To:</i>		<i>Ship to:</i>	
Vendor: Executive Pulse	Vendor#:	Dept: WDD-HR	Division: Workforce Development
Attn: Sean Michaels	Email: smichaels@e-pulse.net	Attn: Amy Everett	Email: aeverett@worknetdupage.org
Address: 155 E. 10th Street	City: Erie	Address: 2525 Cabot Dr, Suite 302	City: Lisle
State: Pennsylvania	Zip: 16501	State: IL	Zip: 60532
Phone: 866-397-8573	Fax:	Phone: 630-955-2045	Fax:
Shipping		Contract Dates	
Payment Terms: PER 50 ILCS 505/1	FOB: Destination	Contract Start Date (PO25): Sep 1, 2026	Contract End Date (PO25): Aug 31, 2027

Purchase Requisition Line Details											
LN	Qty	UOM	Item Detail (Product #)	Description	FY	Company	AU	Acct Code	Sub-Accts/ Activity Code	Unit Price	Extension
1	1	EA		CRM Data Base	FY26	5000	2840		25-681006	12,500.00	12,500.00
<i>FY is required, ensure the correct FY is selected.</i>										Requisition Total	\$ 12,500.00

Comments	
HEADER COMMENTS	Provide comments for P020 and P025.
SPECIAL INSTRUCTIONS	Provide comments for Buyer or Approver (not for P020 and P025). Comments will not appear on PO.
INTERNAL NOTES	Provide comments for department internal use (not for P020 and P025). Comments will not appear on PO.
APPROVALS	Department Head signature approval for procurements under \$15,000. Procurement Officer Approval for ETSB.



THE COUNTY OF DUPAGE
FINANCE - PROCUREMENT
CRM DATABASE FOR ECONOMIC WORKFORCE DEVELOPMENT 26-048-WIOA
BID TABULATION

Criteria	Firm Qualifications	Key Qualifications	Project Understanding	Price	Total
Available Points	20	30	30	20	100
√ Executive Pulse, Inc.	19	29	29	15	92
CivicServe, Inc.	18	24	27	12	81
Bludot Technologies LLC	15	22	22	20	79
Catalyst Consulting Group, Inc.	18	27	27	1	73
Concourse Tech, Inc.	16	22	24	8	70
Geographic Solutions, Inc.	18	25	22	4	69
radianHub LLC	18	23	26	2	69
714 Capital S Consulting	14	22	25	4	65
Consultadd, Inc.	17	22	21	4	64
Cetrix Technologies LLC	15	22	23	2	62
Metaintro, Inc.	13	20	24	4	61
OnActuate Consulting US, Inc.	16	22	22	1	61
Lilly Chen dba FSH Technologies	14	20	21	2	57
Hoover Blanket, Inc. dba Main Street Computing	13	20	20	1	54
Link Development North America LLC	11	16	18	2	47
Congero Technology LLC	10	16	19	1	46
Sapot Systems, Inc.	8	13	12	1	34

	Fee and Rate Proposal	Percentage of Points	Points Awarded
Executive Pulse, Inc.	\$ 12,500.00	73%	15
CivicServe, Inc.	\$ 15,000.00	61%	12
Bludot Technologies LLC	\$ 9,120.00	100%	20
Catalyst Consulting Group, Inc.	\$ 148,974.46	6%	1
Concourse Tech, Inc.	\$ 24,000.00	38%	8
Geographic Solutions, Inc.	\$ 51,742.00	18%	4
radianHub LLC	\$ 112,920.00	8%	2
714 Capital S Consulting	\$ 46,600.00	20%	4
Consultadd, Inc.	\$ 47,696.00	19%	4
Cetrix Technologies LLC	\$ 97,100.00	9%	2
Metaintro, Inc.	\$ 42,500.00	21%	4
OnActuate Consulting US, Inc.	\$ 323,636.00	3%	1
Lilly Chen dba FSH Technologies	\$ 85,000.00	11%	2
Hoover Blanket, Inc. dba Main Street Computing	\$ 152,325.00	6%	1
Link Development North America LLC	\$ 81,980.00	11%	2
Congero Technology LLC	\$ 218,145.96	4%	1
Sapot Systems, Inc.	\$ 355,000.00	3%	1

NOTES

RFP Posted on 5/19/2026	SR, VC
RFP Opened On 6/8/2026, 2:30 PM by	
Invitations Sent	136
Total Requesting Documents	34
Total Bid Responses Received	17



PROPOSAL FOR CRM SERVICES

CRM Database for Economic Workforce Development

Submitted To	DuPage County Workforce Development Division Finance Dept, Procurement Division, Room 3-400 421 North County Farm Road, Wheaton, IL 60187
RFP Number	26-048-WIOA
Submission Date	June 8, 2026
Submitted By	Executive Pulse Inc. 155 East 10th Street, Erie, PA 16501 866-397-8573 smichaels@e-pulse.net executivepulse.com
Primary Contact	Sean Michaels, President and CEO smichaels@e-pulse.net 866-397-8573

Cover Letter

June 8, 2026

DuPage County Finance Department
Procurement Division, Room 3-400
421 North County Farm Road
Wheaton, Illinois 60187

Re: Proposal - CRM Database for Economic Workforce Development, RFP 26-048-WIOA

Dear Evaluation Committee,

Thank you for the opportunity to respond to this solicitation. Executive Pulse Inc. is pleased to submit this proposal to provide the DuPage County Workforce Development Division with a purpose-built CRM platform for employer relationship management, workforce program tracking, grant administration, and performance reporting.

We acknowledge receipt of all addenda issued as of the submission date.

This proposal is organized as follows: Cover Letter, Firm Qualifications, Key Qualifications, and Project Understanding. Pricing is submitted as a separate attachment per the instructions.

Executive Pulse is not a general-purpose CRM adapted for workforce and economic development work. We were built from the ground up for this specific purpose, by a practicing economic developer who ran BR&E programs and needed tools that did not exist. The result is a platform used by more than 2,100 economic and workforce development professionals across the United States and Canada, including statewide deployments in Pennsylvania, Ohio, Alberta, and British Columbia.

We are familiar with exactly the challenge DuPage County WDD is describing. Organizations doing serious employer engagement and workforce program coordination regularly outgrow HubSpot and spreadsheets, not because those tools are bad, but because they were never designed for the relationship continuity, outcome tracking, and grantor reporting that workforce development work demands. What DuPage County WDD needs is a platform whose data model was built around employer engagement and program outcomes from the beginning, not one that requires workarounds to approximate those functions.

We are confident this proposal demonstrates the right fit, and we welcome the opportunity to discuss it further.

Respectfully submitted,

Signed by:

8AB083A41FD2436...

Sean Michaels

President and CEO, Executive Pulse Inc.

155 East 10th Street, Erie, PA 16501

866-397-8573 | smichaels@e-pulse.net | executivepulse.com

Section 1 - Firm Qualifications

About Executive Pulse Inc.

Executive Pulse Inc. is a Software-as-a-Service company headquartered in Erie, Pennsylvania, founded in the mid-1990s by Laith Wardi, a Certified Economic Developer (CEcD) who built the first version of ePulse while running Business Retention and Expansion programs in Northwest Pennsylvania. The company has one office, in Erie. All platform development, client support, and account management is handled by the Erie-based team.

ePulse is 100 percent focused on economic and workforce development organizations. We do not serve sales teams, marketing departments, or general business operations. Every feature, workflow, and report in the platform was designed for the specific needs of organizations that manage employer relationships, administer programs, and report outcomes to funders and stakeholders.

Platform scale: 2,100+ users across the United States and Canada in 34 states and provinces. Statewide deployments include Pennsylvania (1,300+ users across 67 counties through Pennsylvania DCED), Ohio (statewide with JobsOhio data integration - the only third-party vendor with approved data exchange), Alberta, and British Columbia. Long-term client relationships include Montgomery County, Ohio at 21 consecutive years and the Fort Worth Regional Chamber coordinating 21 jurisdictions on a single platform.

The platform is SOC-2 Type II certified, audited annually by an independent third party (A-LIGN, September 2025). Data residency is United States. The platform supports multi-factor authentication, role-based access controls, and native Microsoft 365 integration including Outlook, Teams, and OneDrive/SharePoint.

Relevant Public Sector Experience

- Pennsylvania Department of Community and Economic Development. Statewide deployment serving 1,300+ users across all 67 Pennsylvania counties. Multi-year relationship. The largest single ePulse deployment and the primary reference for public sector scale and statewide program management.
- Montgomery County, Ohio. 21 consecutive years of continuous service. Community and economic development use case with employer relationship management at the core. Primary reference for long-term platform stability and client retention.
- Fort Worth Regional Chamber. 21-jurisdiction regional coordination on a single ePulse deployment. Reference for multi-stakeholder employer engagement, shared data governance, and cross-boundary program reporting.

- Government of Manitoba. Provincial deployment for economic development and investment attraction, demonstrating platform adaptability across government structures and program types.
- British Columbia Economic Development Association. Provincial deployment. Reference for multi-jurisdictional coordination and partner data sharing across a large geography.

Differentiators

Purpose-built. ePulse is not Salesforce or HubSpot configured to approximate economic and workforce development workflows. The data model, the terminology, the reporting structure, and the training content were all designed from the ground up for this work. This matters operationally: fields exist for employer hiring demand, workforce challenges, BR&E visit outcomes, and program participation because they were built in, not bolted on.

Practitioner origin. The founder is a certified economic developer who has taught BR&E methodology at IEDC since 1996. Product decisions are made by someone who has run the programs our clients run. When DuPage County WDD says they need to track employer needs and report outcomes to grantors, we already know what that means because we built the system to do it.

Platform maturity. The CTO has been with the company for over 20 years. The senior database administrator has been in the role since 2008. The senior software engineer has been with the team since 2013. Clients do not inherit a startup's growing pains. They get a platform that has been continuously refined through 30 years of real use in the field.

Unlimited user model. Pricing is not per seat. For public sector organizations managing multiple staff roles across programs, this eliminates the per-user friction that makes generic CRM platforms expensive to scale and discourages broad adoption. All six WDD users operate under a single annual license.

Direct support. There is no call center tier and no offshore support function. The team that builds the platform is the team that supports it. Clients know their support contacts by name.

Business Licenses and Certifications

Executive Pulse Inc. is incorporated in Pennsylvania. Federal Tax ID on file. SOC-2 Type II certification (A-LIGN, September 2025) available upon request under appropriate confidentiality terms. VPAT 2.5 (WCAG 2.1 AA and Section 508 conformance) included with this submission.

References

Erik Collins

Community and Economic Development Manager | Montgomery County, Ohio

Francesca Zacks, Customer Success Associate. Frannie serves as the primary relationship contact for DuPage County WDD once the platform is live. She manages account health, coordinates onboarding activities, monitors platform adoption, and ensures staff have what they need to get full value from the system. Frannie is the person WDD staff will hear from on check-ins, training follow-ups, and day-to-day questions about getting the most out of ePulse. Technical issues escalate to Ryan; contract and strategic matters go to Sean. Location: Erie, PA.

Areas of Expertise by Role

Team Member	Primary Areas of Expertise
Sean Michaels	Implementation management, client onboarding, training delivery, account strategy, public sector procurement
Laith Wardi	BR&E methodology, economic and workforce development practice, IEDC training, strategic program design
Ryan Narpes	Platform architecture, API integration, Microsoft 365 ecosystem, technical security, custom development
Chris Camilleri	Database administration, data migration, performance management, backup and recovery
Keven McQueeney	User support, system analysis, training delivery, platform configuration, ongoing account management
Brayden Hayes	Feature development, platform maintenance, integration support, custom module development
Francesca Zacks	Customer success, account health monitoring, onboarding coordination, platform adoption, client relationship management

Communication and Interaction

The ePulse team is structured for direct, personal access. DuPage County WDD staff will know Sean, Frannie, and Keven by name from the start of the engagement. Frannie Zacks serves as the primary day-to-day customer success contact, handling account check-ins, onboarding coordination, and routine questions. Keven McQueeney supports platform configuration, user questions, and report requests. Sean Michaels is available directly for escalations, strategic questions, and contract matters. For technical issues, Ryan is reachable the same day. There is no call center. There is no offshore support function. There is no ticketing system that routes to an unfamiliar agent. The team that built the platform and has been running it for 20-plus years is the team that answers the phone.

This matters for a workforce development organization managing active grants, employer relationships, and reporting obligations. When something needs to be resolved quickly, DuPage County WDD needs to reach the right person, not navigate a support tier.

Section 3 - Project Understanding

ePulse's interest in this engagement is straightforward. DuPage County WDD is doing exactly the kind of work ePulse was designed to support: managing ongoing employer relationships, running BR&E programs, administering workforce grants, and reporting outcomes to grantors. HubSpot is a sales tool. It is not a bad product; it is the wrong product for this work. The fragmentation DuPage County WDD is experiencing - a general-purpose CRM supplemented by spreadsheets - is the condition that almost every new ePulse client comes from. The organization outgrows the tool, the workarounds multiply, and the data the organization actually needs for program management and funder reporting lives in too many places to be useful.

ePulse replaces that condition with a single system built around the data model economic and workforce development organizations actually use: employers at the center, with relationships, interactions, program activities, and outcomes all connected and reportable in one place.

The following addresses each functional area in the scope of work.

6.1.1 Employer Relationship Management

This is ePulse's core function. Every feature described in the RFP is native to the platform.

- Employer profiles include industry classification by NAICS code or a custom taxonomy defined by the WDD, company size, location, key contacts with individual relationship histories, and an unlimited number of custom fields the WDD defines during configuration. No limit on profile fields, no extra charge for customization.
- Interaction logging captures calls, emails, meetings, site visits, and notes, each tagged by date, staff member, and outcome. The full interaction history is searchable and filterable by any criteria. Staff transitions do not result in lost relationship context because the institutional memory is in the system, not in someone's email inbox or personal files.
- Employer needs, hiring demand, workforce challenges, and referrals to services are tracked as custom data fields and activity records linked directly to the employer profile. These can be reported on in aggregate to identify patterns and trends across the WDD's employer base - which sectors are flagging workforce challenges, which employers have pending referrals, which contacts have gone cold.
- Sector tagging, geography, program participation, and any other categorization criteria the WDD uses are supported as standard segmentation tools. Lists built from these criteria drive targeted outreach campaigns, surveys, and performance reporting without manual filtering or spreadsheet exports.

- Follow-up reminders and task assignments are native. Staff can assign tasks to themselves or colleagues, set due dates, and receive automated notifications. Lapsed contacts - employers who have not been touched in a defined period - are surfaced through dashboard alerts or scheduled reports so nothing falls through the cracks.
- BR&E visit tracking is a specific ePulse capability, not a workaround. Pre-visit planning, visit documentation, post-visit follow-up, and outcome recording follow the same workflow Laith Wardi has taught at IEDC for 30 years. The BR&E workspace tracks each company's visit status - due, overdue, not yet visited - with economic impact scoring to prioritize outreach. This is where ePulse started and it remains the most developed module in the platform.

6.1.2 Workforce Program Tracking

ePulse's native strength is the employer side of workforce program management. The platform tracks employer participation in programs, services provided to employers including consulting, training coordination, job placement assistance, and apprenticeship and internship facilitation, and the full linkage between employer records and program activities.

For participant-side tracking - enrollment, individual outcomes including wages and credential attainment - ePulse handles this through configurable custom modules. This is not the same as a dedicated WIOA management information system, and we will say that directly. What ePulse does is link employer records to training cohort records, track participation counts and program outcomes at the employer level, and report aggregate outcomes by program, employer, geography, and time period. For DuPage County WDD's current scale and stated use case - managing and documenting ongoing employer relationships with program and grant tracking - this approach covers the functional requirements described in the RFP.

If DuPage County WDD requires deep WIOA case management at the individual participant level, that is a scope question we recommend discussing during implementation planning. ePulse is designed to work alongside dedicated WIOA management systems where those are in place, serving as the employer-facing relationship and program management layer while the case management system handles participant eligibility, enrollment, and compliance documentation. Many WDD clients use this complementary model effectively.

- Workshop, event, and educational activity tracking including attendance and outcomes is supported as standard activity records linked to employer and program data. Events can be connected to multiple employer records and reported in aggregate.

6.1.3 Grant and Project Management

Grant tracking in ePulse is built around linked records, not spreadsheets. Each active grant is a record in the system with fields for funding source, award amount, performance period, compliance requirements, and associated employer contacts and program activities. A staff

member reviewing any employer record can see which grants that employer's activities are associated with. A program manager reviewing any grant record can see which employers and activities are linked to it.

- Task and milestone management supports assignment of responsible staff, due dates, and status tracking. Document storage for grant files - applications, agreements, reports, correspondence - is handled through the native Microsoft SharePoint and OneDrive integration that DuPage County WDD is already using. Grant documents are linked to the grant record and accessible from within ePulse without switching applications.
- Deliverable tracking and reporting deadlines are managed through the task system with configurable alerts. Staff receive notifications when deadlines are approaching. Funder requirement fields are custom-configured during implementation to match DuPage County WDD's specific grant portfolio. If a particular grantor requires specific outcome metrics, those fields exist in the system from day one.
- The linkage between grant records and related employer contacts and workforce program activities is native and bidirectional. A single employer record can display all associated program participation, grant activities, interaction history, and pending tasks in one view. This is the condition the WDD needs for credible grantor reporting without manual data assembly.

6.1.4 Reporting and Key Performance Indicators

Dashboards in ePulse are real-time and configurable by user role. Program staff see what is relevant to their function. Leadership sees aggregate program and engagement metrics. No one has to run a report to see where things stand - the dashboard answers the most common questions at a glance.

- Report generation supports filtering by employer, program, staff member, date range, geography, and any custom field in the system. This means DuPage County WDD can produce the exact report a funder requests - employers served by sector, training participants by program, outcomes by date range - without manual data assembly from multiple sources.
- Standard outcome metrics tracked include employers served, contacts made, jobs created, jobs retained, and training participants. Additional KPIs are configured during implementation to match DuPage County WDD's grantor reporting requirements. If a funder needs a specific metric, that metric gets built into the system during setup.
- Export formats include Excel, PDF, and CSV. Board-ready reports can be formatted for presentation. Reports can be scheduled for automatic generation and distribution by email on any recurring schedule - weekly, monthly, quarterly - without staff intervention.
- The report builder allows WDD staff to create and save custom reports without IT involvement. Saved reports can be shared across the team and updated as program requirements change.

Technical Requirements

ePulse meets all technical requirements in Section 6.2 of the RFP. The platform is cloud-hosted SaaS with no on-premises installation required. Access is through any modern web browser and through mobile apps for iOS and Android. No proprietary client software is required on WDD workstations.

Microsoft 365 integration is native. The Outlook Add-In allows WDD staff to log emails, calendar events, and action items directly from Outlook into employer and contact records without leaving their email client. Teams and SharePoint/OneDrive integration enables document storage and collaboration within the ePulse workflow. Calendar sync keeps visit schedules and task deadlines visible in both systems.

Six named user licenses are within standard deployment parameters. Role-based access controls allow the WDD administrator to define permissions by user function - program staff, administrators, and read-only stakeholders each see appropriate levels of access.

Data is encrypted in transit using TLS 1.2 or higher and at rest using AES-256 encryption. Uptime SLA is 99.5% or higher, measured monthly and excluding scheduled maintenance windows. Backup and disaster recovery procedures with documented Recovery Time Objective and Recovery Point Objective are available upon request.

WCAG 2.1 Level AA and Section 508 conformance: ePulse's current VPAT at version 2.5 is included with this submission as required.

Data Security

- SOC-2 Type II certification is current, issued by A-LIGN in September 2025. The certification covers Security, Availability, Processing Integrity, Confidentiality, and Privacy. Annual independent audits are conducted on a fixed schedule. The most recent audit report is available to DuPage County WDD upon request under appropriate confidentiality terms.
- All data is stored in the United States. Data centers are located in the continental US. Geographic locations of specific data centers are disclosed to clients upon contract execution.
- Multi-factor authentication is required for all user accounts. There are no exceptions. Role-based access controls are configurable by the WDD's designated system administrator to limit user permissions by job function.
- Vulnerability and penetration testing is conducted on a regular schedule. Identified vulnerabilities are remediated according to severity classification. Process documentation, testing frequency, and remediation timelines are available upon request.

- In the event of a data breach or security incident affecting WDD data, ePulse will notify the WDD within 72 hours of discovery. Incident response procedures are documented, tested, and available for review upon request.
- Third-party subcontractors or services with access to WDD data are limited to ePulse's cloud hosting provider. The identity of that provider and the governing data processing agreement are disclosed to clients upon contract execution.

Implementation

ePulse's standard implementation for a new client at DuPage County WDD's scale runs six to eight weeks from contract execution to go-live. The timeline below reflects a structured onboarding process, not a rushed deployment.

Weeks	Activities
1 - 2	Discovery and configuration. Kickoff meeting with WDD staff. Requirements gathering covering workflows, terminology, existing data structure, and grantor reporting requirements. System configuration and customization including custom fields, data categories, sector taxonomy, and user roles. User access setup and permission configuration.
3 - 4	Data migration and integration. Migration of existing employer, contact, and program records from Excel, CSV, and HubSpot export at no additional charge. Microsoft 365 integration configuration and testing including Outlook Add-In, Teams, and SharePoint/OneDrive. Custom report finalization based on WDD grantor reporting requirements.
5 - 6	Training and testing. Live web-based training sessions for end users and system administrator delivered via Microsoft Teams, scheduled around WDD business hours. Sessions recorded and provided to WDD for onboarding future staff. User acceptance testing with WDD staff. Refinements based on feedback. Full documentation package delivered.
7 - 8	Go-live and stabilization. System launch. Post-launch monitoring and support. Proactive check-ins at 30, 60, and 90 days post-launch to address any operational questions and optimize configuration based on early use patterns.

Training

End-user training is delivered live via web conference using Microsoft Teams, scheduled around WDD business hours. Sessions are recorded and provided to WDD for reference and for onboarding future staff. Training is tailored to user roles so program staff and administrators each receive instruction appropriate to their function in the system - program

staff do not sit through administrator training, and administrators get the full depth of configuration capability.

Administrator training covers user management, permission configuration, custom field management, report building, and system maintenance. The designated WDD administrator receives additional one-on-one time with Keven and direct ongoing access to the ePulse support team for questions that arise after go-live.

User documentation includes role-based user guides, a system administrator manual, and a searchable online knowledge base maintained and updated with each platform release. Materials are provided in PDF and online formats. Training recordings are hosted and accessible to WDD staff on demand.

Ongoing Support and Maintenance

Technical support is available by phone, email, and in-app ticketing. Support is staffed by the ePulse team during business hours with on-call coverage for critical issues around the clock. Response time commitments are as follows: critical issues (system down or inaccessible) within 2 hours, 24/7; high priority issues (major functionality impaired) within 4 business hours; standard issues (questions, configuration requests, minor bugs) within one business day.

Platform updates, bug fixes, and security patches are included in the annual subscription cost. There are no separate maintenance fees. Updates are communicated to clients in advance with release notes describing what changed and what, if anything, the administrator should know before the update deploys. Scheduled maintenance windows are communicated with a minimum of 48 hours notice. Material platform changes that affect WDD workflows are discussed with the account lead before they go live.

Self-service resources include a user knowledge base, a release notes archive, and direct access to the ePulse support team. WDD staff who have a quick question during the workday can reach Keven directly. They do not have to open a ticket and wait for a response from an unfamiliar agent.

Performance Metric Guarantees

- 99.5% or higher platform uptime, measured monthly, excluding scheduled maintenance windows. Uptime reporting available to WDD upon request.
- 72-hour breach notification from time of discovery, with documented incident response procedures.
- Data migration completion and validation confirmed with WDD prior to go-live. No go-live until WDD has reviewed and approved migrated data.
- Training completion for all named users before go-live sign-off. WDD does not inherit a live system before staff are ready to use it.
- Critical issue response within 2 hours, 24/7, for system-down conditions.

- 30-, 60-, and 90-day post-launch check-ins included as standard practice, not optional add-ons.



PRICE PROPOSAL

CRM Database for Economic Workforce Development
RFP 26-048-WIOA | DuPage County, Illinois

Submitted by:
Executive Pulse Inc.
155 East 10th Street, Erie, PA 16501
866-397-8573 | smichaels@e-pulse.net
Submitted: June 8, 2026

This Price Proposal is submitted as a separate attachment per Section 8 of the Solicitation for Proposal. All pricing is firm for 120 days from the submission date. Annual platform license is billed at the start of each contract year. The one-time onboarding and implementation fee is invoiced upon contract execution.

Contract Pricing by Year

Description	Billing	Amount
Contract Year 1 July 1, 2026 – June 30, 2027		
ExecutivePulse Platform License - Annual subscription, 6 named users. Includes all core modules: Business Retention & Expansion, Business Attraction Pipeline, Email Campaigns, Reporting & Analytics, Economic Impact Scoring, and Sites & Buildings. Full platform access, all version upgrades, hosting, and technical support.	Annual	\$9,000
Onboarding and Implementation - Guided setup, custom configuration, workflow build-out, Microsoft 365 integration (Outlook Add-In, Teams, SharePoint/OneDrive), branding, and staff training for all 6 named users. One-time fee.	One-time	\$3,500
Year 1 Total		\$12,500
Contract Year 2 July 1, 2027 – June 30, 2028 (Renewal Option 1)		
ExecutivePulse Platform License - Annual subscription, 6 named users, all modules, full technical support, hosting, maintenance, and all platform upgrades.	Annual	\$9,000
Year 2 Total		\$9,000
Contract Year 3 July 1, 2028 – June 30, 2029 (Renewal Option 2)		

ExecutivePulse Platform License - Annual subscription, 6 named users, all modules, full technical support, hosting, maintenance, and all platform upgrades.	Annual	\$9,000
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Year 3 Total		\$9,000
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Contract Year 4 | July 1, 2029 – June 30, 2030 (Renewal Option 3)

ExecutivePulse Platform License - Annual subscription, 6 named users, all modules, full technical support, hosting, maintenance, and all platform upgrades.	Annual	\$9,000
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Year 4 Total		\$9,000
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Four-Year Contract Summary

Period	Description	Amount
Year 1 (2026-27)	Platform license + onboarding	\$12,500
Year 2 (2027-28)	Platform license	\$9,000
Year 3 (2028-29)	Platform license	\$9,000
Year 4 (2029-30)	Platform license	\$9,000
Four-Year Total	Includes onboarding (Year 1 only)	\$39,500

Rate Card for Additional Services

Service	Basis	Rate
Custom report development beyond initial onboarding package	Per report	Quoted on request
Additional training sessions beyond initial onboarding package	Per session	Quoted on request
Custom development and integrations beyond initial scope	Per project	Quoted on request

Pricing Notes

Annual platform license is billed at the start of each contract year. The one-time onboarding and implementation fee is invoiced upon contract execution. Platform updates, bug fixes, and security patches are included in the annual subscription cost. There are no separate maintenance fees. Annual renewal

pricing remains fixed at \$9,000 for each renewal term. All pricing is firm for 120 days from the submission date of June 8, 2026.

Submitted by:

A black rectangular box redacting the signature.

Signature

Sean Michaels

Printed Name

President

Title

6/5/2026 | 11:26 AM EDT

Date

Company Information:

Executive Pulse Inc.

155 East 10th Street

Erie, PA 16501

866-397-8573

smichaels@e-pulse.net

executivepulse.com

Federal Tax ID: 27-0033956



MANDATORY FORM

Section I: Contact Information

Complete the contact information below.

BID NUMBER:	26-048-WIOA
COMPANY NAME:	Executive Pulse Inc.
MAIN ADDRESS:	155 East 10th Street
CITY, STATE, ZIP CODE:	Erie, PA 16501
TELEPHONE NO.:	866-397-8573
BID CONTACT PERSON:	Sean Michaels
CONTACT EMAIL:	smichaels@e-pulse.net

Section II: Contract Administration Information

Complete the contract administration information below.

CORRESPONDENCE TO CONTRACTOR:		REMIT TO CONTRACTOR:	
NAME:	Sean Michaels	NAME:	Sean Michaels
CONTACT:	smichaels@e-pulse.net	CONTACT:	smichaels@e-pulse.net
ADDRESS:	155 East 10th Street	ADDRESS:	155 East 10th Street
CITY, ST., ZIP:	Erie, PA 16501	CITY, ST., ZIP:	Erie, PA 16501
PHONE NO.:	866-397-8573	PHONE NO.:	866-397-8573
EMAIL:	smichaels@e-pulse.net	EMAIL:	smichaels@e-pulse.net

Section III: Certification

The undersigned certifies that they are:

- ☐ The Owner or Sole Proprietor ☒ A Member authorized to sign on behalf of the Partnership ☐ An Officer of the Corporation ☐ A Member of the Joint Venture

Herein after called the Bidder and that the members of the Partnership or Officers of the Corporation are as follows:

Sean Michaels

(President or Partner)

(Vice-President or Partner)

(Secretary or Partner)

(Treasurer or Partner)

Further, the undersigned declares that the only person or parties interested in this bid as principals are those named herein; that this bid is made without collusion with any other person, firm or corporation; that he has fully examined the proposed forms of agreement and the contract specifications for the above designated purchase, all of which are on file in the office of the Procurement Officer, DuPage County, 421 North County Farm Road, Wheaton, Illinois 60187, and all other documents referred to or mentioned in the contract documents, specifications and attached exhibits, including Addenda No. _____, _____, and _____ issued thereto.

Further, the undersigned proposes and agrees, if this bid is accepted, to provide all necessary machinery, tools, apparatus, and other means of construction, including transportation services necessary to furnish all the materials and equipment specified or referred to in the contract documents in the manner and time and at the price therein prescribed.

Further, the undersigned certifies and warrants that they are duly authorized to execute this certification/affidavit on behalf of the Bidder and in accordance with the Partnership Agreement or by-laws of the Corporation, and the laws of the State of Illinois and that this Certification is binding upon the Bidder and is true and accurate.

Further, the undersigned certifies that the Bidder is not barred from bidding on this contract as a result of a violation of either Chapter 720 Illinois Compiled Statutes 5/33 E-3 or 5/33 E-4, bid rigging or bid-rotating, or as a result of a violation of 820 ILCS 130/1 et seq., the Illinois Prevailing Wage Act.

The undersigned certifies that they have examined and carefully prepared this bid and have checked the same in detail before submitting this bid, and that the statements contained herein are true and correct.

If a Corporation, the undersigned, further certifies that the recitals and resolutions attached hereto and made a part hereof were properly adopted by the Board of Directors of the Corporation at a meeting of said Board of Directors duly called and held and have not been repealed nor modified, and that the same remain in full force and effect. (Bidder may be requested to provide a copy of the corporate resolution granting the individual executing the contract documents authority to do so.)

Further, the Bidder certifies that it has provided equipment, supplies, or services comparable to the items specified in this contract to the parties listed in the reference section below and authorizes the County to verify references of business and credit at its option.

Finally, the Bidder, if awarded the contract, agrees to do all other things required by the contract documents, and that it will take in full payment therefore the sums set forth in the bidding schedule (subject to unit quantity adjustments based upon actual usage).

By signing below, the Bidder agrees to the terms of this Mandatory Form and certifies that the information on this form is true and correct to the best of its knowledge.

Printed Name: Sean Michaels

Signature: 

Title: President

Date: 6/5/2026 | 11:17 AM EDT



DuPage County
Finance Department
Procurement Division
421 North County Farm Road
Room 3-400
Wheaton, Illinois 60187-3978

REQUIRED VENDOR ETHICS DISCLOSURE STATEMENT

Section I: Contact Information

Please complete the contact information below.

BID NUMBER:	26-048-WIOA
COMPANY NAME:	Executive Pulse Inc.
CONTACT PERSON:	Sean Michaels
CONTACT EMAIL:	smichaels@e-pulse.net

Section II: Procurement Ordinance Requirements

Every contractor, union, or vendor that is seeking or has previously obtained a contract, change orders to one (1) or more contracts, or two (2) or more individual contracts with the County, shall provide to the Procurement Division a written disclosure of all political campaign contributions made by such contractor, union, or vendor to any incumbent County Board member, County Board chairman, or Countywide elected official whose office the contract to be awarded will benefit within the current and previous calendar year. The contractor, union, or vendor shall update such disclosure annually during the term of a multi-year contract and prior to any change order or renewal requiring approval by the county board. For purposes of this disclosure requirement, "contractor or vendor" includes owners, officers, managers, lobbyists, agents, consultants, bond counsel and underwriters counsel, subcontractors, and corporate entities under the control of the contracting person, and political action committees to which the contracting person has made contributions.

Has the Bidder made contributions as described above?

☐ Yes

☒ No

If "Yes", complete the required information in the table below.

RECIPIENT	DONOR	DESCRIPTION (e.g., cash, type of item, in-kind services, etc.)	AMOUNT/VALUE	DATE MADE

All contractors and vendors who have obtained or are seeking contracts with the County shall disclose the names and contact information of their lobbyists, agents and representatives and all individuals who are or will be having contact with county officers or employees in relation to the contractor bid and shall update such disclosure with any changes that may occur.

Has the Bidder had or will the Bidder have contact with lobbyists, agents, representatives or individuals who are or will be having contact with county officers or employees as described above.

☐ Yes

☒ No

If "Yes", list the name, phone number, and email of lobbyists, agents, representatives, and all individuals who are or will be having contact with county officers or employees in the table below.

NAME	PHONE	EMAIL

Section III: Violations

A contractor or vendor that knowingly violates these disclosure requirements is subject to penalties which may include, but are not limited to, the immediate cancellation of the contract and possible disbarment from future County contracts. Continuing and supplemental disclosure is required. The Bidder agrees to update this disclosure form as follows:

- If information changes, within five (5) days of change, or prior to county action, whichever is sooner;
- 30 days prior to the optional renewal of any contract;
- Annual disclosure for multi-year contracts on the anniversary of said contract
- With any request for change order except those issued by the county for administrative adjustments

The full text of the County's Ethics Ordinance is available at:

[Ethics | DuPage Co, IL](#)

The full text of the County's Procurement Ordinance is available at:

[ARTICLE VI. - PROCUREMENT | Code of Ordinances | DuPage County, IL | Municode Library](#)

Section IV: Certification

By signing below, the Bidder hereby acknowledges that it has received, read, and understands these requirements, and certifies that the information submitted on this form is true and correct to the best of its knowledge.

Printed Name: Sean Michaels

Signature: _____

Title: President

Date: 8/4/2026 | 3:08 PM EDT



Informational

421 N. COUNTY FARM
ROAD
WHEATON, IL 60187
www.dupagecounty.gov

File #: 26-1964

Agenda Date: 8/18/2026

Agenda #: 7. A.



**DUPAGE
COUNTY**

**Workforce
Development**

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www.worknetdupage.org

HUMAN RESOURCES

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DPCHumanResources@dupageco.org

www.dupageco.org/hr

Memo

Date: July 8, 2026
To: Economic Development Committee
From: Ron Schlager Business Services Manager, DuPage Workforce Development Division
RE: Incumbent Worker Training Application – CamCraft

CamCraft applied for, and was approved for, IWT funding provided by Made to Measure Metrology. These trainings will strengthen the company's capabilities in precision measurement, quality assurance, and advanced manufacturing support.

There is a clear need for this training due to increased demand for advanced metrology and GD&T expertise across the industries they serve. The skills gained will enable employees to perform at the required level in manufacturing environments, improve communication between engineering, quality, and production teams, and reduce waste by ensuring consistent understanding of precision machining requirements.

The Blueprint Reading, Basic Metrology, and GD&T Fundamentals training provides instruction in interpreting shop blueprints, technical drawings, and engineering prints, as well as correctly applying and verifying GD&T in real-world production and inspection settings. Coursework includes inspection-driven tolerancing, functional datum selection, and avoiding over-constraint in drawings.

From a company perspective, these trainings will improve productivity, efficiency, and overall product quality.

Notes:

- * CamCraft — 250 Employees
- * Located in Hanover Park, Illinois
- * Number of Incumbent Workers to be Trained: 45
- * Total Amount Approved: \$25,000



Informational

421 N. COUNTY FARM
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File #: 26-1965

Agenda Date: 8/18/2026

Agenda #: 7. B.



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Memo

Date: July 13, 2026
To: Economic Development Committee
From: Nicolas J. Webb, Business Services Representative, DuPage Workforce Development Division
RE: Incumbent Worker Training Application – Borter Heating, Cooling, and Air Conditioning

Borter Heating and Air Conditioning has been a family-owned business since 1961. They provide in-home and commercial heating, ventilation and cooling systems installation and service for the Western Chicago Suburbs for three generations. They do preventive maintenance services, installations of heating/cooling units, repair services, system upgrades and commercial services to provide comfort in dwellings to customers.

They are requesting training at Lennox Industries/Lennox Learning Solutions facility to upgrade their skills in HVAC Technical Training for heating and cooling systems in the Build A Tech training program. This program will allow the technicians to meet the customers' needs with their advanced knowledge.

Notes:

- * Borter Heating, Cooling, and Air Conditioning — 33 Employees
- * Located in Wheaton, Illinois
- * Number of Incumbent Workers to be Trained: 12
- * Total Amount Approved: \$25,000



Informational

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File #: 26-1967

Agenda Date: 8/18/2026

Agenda #: 7. C.



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Memo

Date: July 8, 2026
To: Economic Development Committee
From: Nicolas J. Webb, Business Services Representative, DuPage Workforce Development Division
RE: Incumbent Worker Training Application – Village of Carol Stream Public Works

The Village of Carol Stream's Public Works Department is responsible for maintaining critical infrastructure and providing citizens with essential services. They oversee services such as snow and ice control, storm water facilities, hydrants, lights, signs, and waste management.

Public Works employees routinely operate specialized equipment, perform tasks involving significant safety risks, and respond to critical infrastructure needs throughout the community. Providing employees with job-specific heavy equipment training ensures they possess the knowledge and skills necessary to perform their duties safely and effectively.

Notes:

- * Village of Carol Stream Public Works — 36 Employees
- * Located in Carol Stream, Illinois
- * Number of Incumbent Workers to be Trained: 27
- * Total Amount Approved: \$24,358.00



Informational

421 N. COUNTY FARM
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File #: 26-1968

Agenda Date: 8/18/2026

Agenda #: 7. D.



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Memo

Date: July 8, 2026
To: Economic Development Committee
From: Nicolas J. Webb, Business Services Representative, DuPage Workforce Development Division
RE: Incumbent Worker Training Application – Dreisilker Electric Motors

Dreisilker Electric Motors Inc. provides complete electric motor solutions to commercial, industrial and municipal customers. They distribute new electric motors, parts, accessories and controls from major OEMs, as well as maintain motors with expert field service.

Dreisilker is pursuing multiple trainings to enhance their workforce to increase revenue for the business, standard of living for employees, expand its footprint and avoid the potential loss of contracts. They will be pursuing Infrared Thermography, CAT I and CAT II Vibration for 2 of their employees to ensure proper knowledge and safety standards.

Without the knowledge of their field service staff, 3rd party employers who develop their staff could take over the add-on of these services.

Notes:

- * Dreisilker Electric Motors. — 90 Employees
- * Located in Glen Ellyn, Illinois
- * Number of Incumbent Workers to be Trained: 2
- * Total Amount Approved: \$16,600.00



Informational

421 N. COUNTY FARM
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File #: 26-1969

Agenda Date: 8/18/2026

Agenda #: 7. E.



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Memo

Date: July 8, 2026
To: Economic Development Committee
From: Nicolas J. Webb, Business Services Representative, DuPage Workforce Development Division
RE: Incumbent Worker Training Application – Easterseals DuPage & Fox Valley

Easterseals DuPage & Fox Valley is a large nonprofit, multidisciplinary pediatric outpatient medical rehabilitation service provider in the Chicagoland area with locations in Villa Park, Naperville and Elgin. They pediatric rehabilitation therapy and supportive services for children with developmental disabilities/delays, complex disabilities, or undiagnosed concerns.

They will be participating in two training programs: Foundations of DIR Theory and Foundations of DIR Practice. The DIR educators are in the field of medicine, mental health, education, health practices, technology and the creative arts.

Training in the field of autism treatment requires staff to understand the individual differences between children and adults with developmental challenges.

Notes:

- * Easterseals DuPage & Fox Valley — 130 Employees
- * Located in Villa Park, Illinois
- * Number of Incumbent Workers to be Trained: 3
- „* Total Amount Approved: \$7,950.00



Informational

421 N. COUNTY FARM
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WHEATON, IL 60187
www.dupagecounty.gov

File #: 26-1970

Agenda Date: 8/18/2026

Agenda #: 7. F.



**DUPAGE
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Memo

Date: July 13, 2026
To: Economic Development Committee
From: Ron Schlager Business Services Manager, DuPage Workforce Development Division
RE: Incumbent Worker Training Application – Kenyeri Engineering & Manufacturing

Kenyeri Engineering & Manufacturing is a U.S. automation solutions provider focuses on delivering innovative, integrity-driven engineering, workholding, and turnkey automation systems. With a history of growth since 2002, Kenyeri continues to expand its capabilities in project management, manufacturing, and SEOAM/automation solutions.

The Manufacturing Growth Systems & Leadership Capacity Development program is a structured incumbent worker training initiative that builds practical leadership, operational, and business growth competencies among employees at small and mid-sized manufacturing companies. Topics include KPI management, operational accountability systems, customer diversification planning, and capstone-based evidence of application.

Notes:

- * Kenyeri Engineering & Manufacturing — 5 Employees
- * Located in Downers Grove, Illinois
- * Number of Incumbent Workers to be Trained: 3
- * Total Amount Approved: \$6,000.00



Informational

421 N. COUNTY FARM
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File #: 26-1971

Agenda Date: 8/18/2026

Agenda #: 7. G.



**DUPAGE
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www.dupageco.org/hr

Memo

Date: July 8, 2026
To: Economic Development Committee
From: Ron Schlager Business Services Manager, DuPage Workforce Development Division
RE: Incumbent Worker Training Application – Koi Computers

Koi Computers applied for, and was approved for, IWT funding provided by Nvidia and Red Hat. These trainings will strengthen the company's capabilities in AI infrastructure, data center modernization, and advanced technical skill development.

There is a clear need for this training due to significant growth in AI and data center technologies. The skills gained will enable technicians to meet rising industry demands, support new technical capabilities, and expand opportunities for new customers and increased sales.

The Red Hat training provides instruction in package management with the updated repository structure, storage management, network services and security configuration, process scheduling and tuning, user and authentication management, server administration, and container operations. The Nvidia training includes coursework on working with Linux systems, understanding the specialized hardware and software stacks required for modern AI workloads, accelerated computing, high-speed networking with BlueField DPUs, and optimized storage. Technicians will gain skills to validate clusters, manage Nvidia compute platforms, schedule workloads, and use Base Command Manager to support robust AI data centers.

From a company perspective, these trainings will enhance technician capabilities, increase competitiveness in emerging AI and data-center markets, and support pursuit of new projects that drive overall sales and revenue growth.

Notes:

- * Koi Computers — 9 Employees
- * Located in Downers Grove, Illinois
- * Number of Incumbent Workers to be Trained: 3
- * Total Amount Approved: \$25,000



Informational

421 N. COUNTY FARM
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WHEATON, IL 60187
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File #: 26-1972

Agenda Date: 8/18/2026

Agenda #: 7. H.



**DUPAGE
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DPCHumanResources@dupageco.org

www.dupageco.org/hr

Memo

Date: July 8, 2026
To: Economic Development Committee
From: Ron Schlager Business Services Manager, DuPage Workforce Development Division
RE: Incumbent Worker Training Application – Matrix Plastic Products Inc.

Matrix Plastic Products applied for, and was approved for, IWT funding provided by the Technology & Manufacturing Association and the American Society for Quality. These trainings will strengthen the company's capabilities in mold making, quality assurance, manufacturing efficiency, and technical skill development.

There is a clear need for this training as it will help employees gain new skills, improve performance, increase productivity, reduce costs, and enhance customer satisfaction and supporting overall company growth. The skills gained will enable employees to take on broader responsibilities and contribute to more efficient business operations.

The Related Theory Apprentice Program in Mold Making provides training that supports employees' daily functions and builds the technical skills needed to build, repair, maintain, and troubleshoot molds. Coursework includes industrial math, print reading and GD&T, machine tools theory, and introductory CAD for Year 1, with more advanced mold design and construction concepts in Year 3. Microsoft Excel training will help the office manager improve efficiency by organizing data, tracking information, generating reports, and reducing errors. Online SPC-1 will equip the quality manager and molding operators with skills to monitor manufacturing processes using statistical methods and data analysis. Online Basic Blueprint Reading teaches terminology, guidelines, and techniques for reading and sketching blueprints, including dimensional methods, tolerancing, and drafting lines.

From a company perspective, these trainings will increase growth and competitiveness while providing advancement opportunities as employees gain high-demand skills.

Notes:

- * Matrix Plastic Products Inc. — 150 Employees
- * Located in Wood Dale, Illinois
- * Number of Incumbent Workers to be Trained: 11
- * Total Amount Approved: \$11,010



Informational

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File #: 26-1973

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Agenda #: 7. I.



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Memo

Date: July 13, 2026
To: Economic Development Committee
From: Nicolas J. Webb, Business Services Representative, DuPage Workforce Development Division
RE: Incumbent Worker Training Application – Reliable Information Technology

Founded in 2011, Reliable Information Technology (RIT Company) is a full-service Information Technology support provider that services Chicagoland businesses of all sizes. RIT Company provides managed IT services, cybersecurity, compliance support, cloud services, backup and disaster recovery, Microsoft 365 management, network monitoring, help desk support, and technology consulting for small and mid-sized businesses. Services include proactive IT management, endpoint security, phishing protection, employee security training, compliance assistance, server and network support, and business continuity solutions.

Training will improve the company's ability to deliver advanced cybersecurity, network management, and IT support services to clients more efficiently and effectively. By increasing employee technical skills and industry certifications, the company expects improved productivity, faster issue resolution, stronger cybersecurity service offerings, and enhanced client satisfaction.

Notes:

- * Reliable Information Technology — 4 Employees
- * Located in Addison, Illinois
- * Number of Incumbent Workers to be Trained: 2
- * Total Amount Approved: \$17,155.00



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Memo

Date: July 8, 2026
To: Economic Development Committee
From: Nicolas J. Webb, Business Services Representative, DuPage Workforce Development Division
RE: Incumbent Worker Training Application – RKC Cleaners

RKC Cleaners is a professional laundry cleaning company that has provided dry cleaning services to independent customers and businesses for nearly 30 years. They specialize in the care of garments and textiles that require cleaning methods beyond standard laundering, using chemical solvents to clean delicate or structured fabrics without water. In addition to servicing personal clothing items, the company is equipped to handle bulk orders, such as linens, uniforms, and other textiles from hotels, restaurants, and similar establishments.

They will be undergoing training for the efficient use and maintenance of Milnor Tunnel Washers and Dryers. These machines are capable of cleaning large quantities of laundry and less time and with less labor than other means of laundry production. Inefficient and repeated use necessitate routine maintenance. With more people trained on how to operate these machines properly, RKC will be able to complete orders in less time and have less downtime for maintenance overall. This will allow them to keep and gain new customers.

This is phase 2 of this Milnor Tunnel Training. Phase 1 was completed earlier in the program year.

Notes:

- *RKC Cleaners — 85 Employees
- * Located in Wood Dale, Illinois
- * Number of Incumbent Workers to be Trained: 8
- * Total Amount Approved: \$12,500.00



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Memo

Date: July 13, 2026
To: Economic Development Committee
From: Ron Schlager Business Services Manager, DuPage Workforce Development Division
RE: Incumbent Worker Training Application – Simplex System Controls

Simplex System Controls continues to expand its capabilities, delivering complete, turnkey solutions to its customers. Simplex offers front-end engineering services to assist with design and planning. They support customers with inventory management, scalable solutions to match project and operational needs, integrated design and engineering services, accelerated speed and time to market, and ongoing investments in innovation.

The Manufacturing Growth Systems & Leadership Capacity Development program is a structured incumbent worker training initiative that builds practical leadership, operational, and business growth competencies among employees at small and mid-sized manufacturing companies. Topics like KPI management, operational accountability systems, customer diversification planning, and capstone-based evidence of application.

Notes:

- * Simplex System Controls — 36 Employees
- * Located in Elmhurst, Illinois
- * Number of Incumbent Workers to be Trained: 3
- * Total Amount Approved: \$6,000.00



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Memo

Date: July 13, 2026
To: Economic Development Committee
From: Nicolas J. Webb, Business Services Representative, DuPage Workforce Development Division
RE: Incumbent Worker Training Application – Tox Pressotechnik

TOX-Pressotechnik is a medium-sized international company that is driven by engineering. They integrate their standard products (i.e. industrial equipment, assembly presses) into custom systems for various assembly functions to accommodate their customers in automotive, appliance, aerospace, medical and various other industries.

TOX-Pressotechnik wants to train 3 of their employees for Project Management Professional (PMP). The PMP training will open TOX to the opportunities to increase sales. On-schedule projects are critical when customers are considering future business deals. TOX expectations are to be able to save 10% on project costs and increase sales by 20% or more. Therefore, the training will upskill the TOX engineers to become more efficient in project management. It will help increase project volume that can be completed. If training is not implemented, there will be serious limitations on the volume of projects that TOX can successfully complete at one time.

Notes:

- * Tox Pressotechnik — 92 Employees
- * Located in Warrenville, Illinois
- * Number of Incumbent Workers to be Trained: 3
- * Total Amount Approved: \$5,985.00



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Memo

Date: July 8, 2026

To: Economic Development Committee

From: Ron Schlager Business Services Manager, DuPage Workforce Development Division

RE: Incumbent Worker Training Application – Walker MidWest

Walker Midwest manufactures precision stamped metal parts, fabricated sheet metal enclosures, constant-force springs, and custom metal kitchen equipment. Their primary services include high-volume metal stamping, laser cutting, welding, modular product assembly, and design prototyping.

Walker Midwest is pursuing training in Related Theory Apprenticeship Training for Tool & Die Making and CNC Programming with the Training & Manufacturing Association. The market for experienced tool & die makers is highly competitive which is why they would like to train internal talent with the skills needed to support their long-term workforce needs.

Without this training, the company will struggle to fill tool and die roles, leading to higher recruitment costs and potential production delays. It also risks losing valuable knowledge from retiring employees, making it harder to meet customer demands.

Notes:

- * Walker MidWest — 103 Employees
- * Located in Itasca, Illinois
- * Number of Incumbent Workers to be Trained: 2
- * Total Amount Approved: \$11,300



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Memo

Date: July 8, 2026
To: Economic Development Committee
From: Ron Schlager Business Services Manager, DuPage Workforce Development Division
RE: Incumbent Worker Training Application – Indian Boundary YMCA

The Indian Boundary YMCA helps strengthen communities through community driven programs and services they help create opportunities for individuals and families. They offer early childhood education, swim lessons, youth sports, health and wellness programs, community resources, and family engagement opportunities.

YMCA's operations were greatly impacted during COVID-19 which reduced the levels of YMCA memberships and early childhood enrollment and led them to downsize due to financial challenges. YMCA is perusing multiple trainings that will help strengthen staff skills in family engagement, communication, customer service, relationship building, and their long-term business sustainability. They will be perusing trainings in Building Positive Relationships with Children and Families and Caregivers and Understanding and Supporting Autism Spectrum Disorders in the Learning Environment through Lakeshore Learning. They will also participate in Director Qualified Training and Registered Behavioral Tech through Aim4Excellence Institute through the National Louis University.

Without the proper training they will struggle with continued enrollment and their ability to sustain and expand their services. By investing in staff development, they can invest in the program quality, family satisfaction, enrollment growth, and YMCA's ability to serve the community.

Notes:

- * Indian Boundary YMCA. — 55 Employees
- * Located in Downers Grove, Illinois
- * Number of Incumbent Workers to be Trained: 40
- * Total Amount Approved: \$23,062



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Memo

Date: July 24, 2026
To: Economic Development Committee
From: Ron Schlager Business Services Manager, DuPage Workforce Development Division
RE: Incumbent Worker Training Application – Abrasive West LLC

Abrasive West LLC manufactures high-precision tungsten carbide inserts for needle holder forceps used in both robotic and handheld surgical instruments, employing rigorous quality control and creep-feed grinding methods for consistent performance and wear resistance. The company's core strength lies in its precision creep-feed grinding capabilities, enabling controlled-depth cutting and superior surface finishes in a single. Abrasive West supports customers in industries such as aerospace, industrial engines, industrial gas turbines, as well as medical and dental device manufacturing.

The Manufacturing Growth Systems & Leadership Capacity Development program is a structured incumbent worker training initiative that builds practical leadership, operational, and business growth competencies among employees at small and mid-sized manufacturing companies. Topics include KPI management, operational accountability systems, customer diversification planning, and capstone-based evidence of application.

Notes:

- * Abrasive West LLC — 16 Employees
- * Located in Roselle, Illinois
- * Number of Incumbent Workers to be Trained: 3
- * Total Amount Approved: \$6,000.00