



Legislation Details (With Text)

File #:	14-0565	Version:	1	Name:	LS - Agrmnt w/Unique Management Services
Type:	Contract	Status:		CCIS:	CCIS
File created:	7/17/2014	In control:		City Council:	City Council
On agenda:	8/5/2014	Final action:		8/5/2014:	8/5/2014
Title:	Recommendation to authorize City Manager to execute an agreement with Unique Management Services, Inc. for collection services for one three-year term, with two one-year options to extend, in an annual amount not to exceed \$35,000.				
Sponsors:	Library Services				
Indexes:	Agreements				
Code sections:					
Attachments:	1. 080514-C-7sr.pdf				

Date	Ver.	Action By	Action	Result
8/5/2014	1	City Council	approve recommendation	Pass

Recommendation to authorize City Manager to execute an agreement with Unique Management Services, Inc. for collection services for one three-year term, with two one-year options to extend, in an annual amount not to exceed \$35,000.

The Department of Library Services requires a distinct approach to the recovery of library materials and fines. Unique Management Services, Inc. (UMS) is a nationwide collection agency that works exclusively with libraries. UMS services more than 1,400 libraries, including Los Angeles County, San Diego County and the City of Anaheim. Their approach to recover overdue materials, fines and fees without alienating patrons involves sending letters and making telephone calls to patrons, including patrons who have moved out of state. The Department of Library Services is able to send real time debt information to UMS through an electronic interface with an Integrated Library System. This partnership with UMS improves efficiency for staff to focus on providing exceptional public service.

The Department of Library Services has been utilizing UMS since 2001. Since then, the Library has seen a return of more than \$958,750 in materials and \$729,767 in cash has been received. Approximately 70% of the cases processed have responded to UMS collection efforts by returning materials or paying their fines and fees, resulting in a 4:1 return on investment for the Library. UMS service includes 120-day Gentle Nudge® process consisting of three (3) letters and two (2) calls to the patron, or parent/guardian. At the end of the collection process, adult accounts owing a balance of \$25 or more may be reported to credit bureaus.

Section 1807 of the City Charter related to data processing systems and subsystems permits procurement of negotiated contracts based on competitive proposals. The services provided by UMS utilize an electronic interface with the Integrated Library System

This matter was reviewed by Deputy City Attorney Amy R. Webber on July 10, 2014 and Budget Operations Officer Grace Yoon on July 14, 2014.

City Council action on this matter is requested at the August 5, 2014 meeting in order to continue to facilitate the handling of collection of library materials and fines by Unique Management Services on behalf of the Library.

Based on the Library's current submission rate per week, which averages 60-70 accounts, the Long Beach Public Library will be invoiced approximately \$33,000 per year for collection services. Sufficient funds have been budgeted in the General Fund (GP). Revenues will be deposited in the General Fund.

Approve recommendation.

GLEND A WILLIAMS
DIRECTOR OF LIBRARY SERVICES

APPROVED:

PATRICK H. WEST
CITY MANAGER