

15009

DATE: November 3, 2010

TO: Board of Acquisition and Contract

FROM: Marguerite Beirne
Chief Information Officer
Department of Information Technology

Kathleen O'Connor, Acting Commissioner
Department of Parks, Recreation and
Conservation

RE: AUTHORIZATION TO AMEND CONTRACT (IT-655) WITH CORE CASHLESS INC., INCREASING THE AMOUNT BY \$151,422.13 TO A NEW TOTAL NOT TO EXCEED AMOUNT OF \$1,825,359.13 FOR ADDITIONAL HARDWARE AND SOFTWARE SUPPORT AND MAINTENANCE OF THE STORED VALUE CARD SYSTEM UTILIZED BY THE DEPARTMENT OF PARKS, RECREATION AND CONSERVATION, FOR A NEW TERMINATION DATE OF SEPTEMBER 30, 2011

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- On September 17, 2004, your Honorable Board approved a resolution which authorized entering into an agreement with Applied Resources, Inc., for a stored value card system for Playland Park, for a four year period commencing on October 1, 2004 and terminating on September 30, 2008, for a total amount not to exceed \$765,000.00. The contract (IT-655) authorized in this resolution was subsequently executed and approved.
 - On July 14, 2005, your Honorable Board approved a resolution authorizing an amendment to contract IT-655 with Applied Resources, Inc., by increasing the amount by \$20,000.00 for additional equipment and software enhancements to the stored value card system for Playland Park to a new total not to exceed contract amount of \$785,000.00. The first amendment authorized in this resolution was subsequently executed and approved.
 - On January 31, 2008 ("the January 31st Resolution"), your Honorable Board approved a resolution which authorized an assignment of contract IT-655 with Applied Resources, Inc. to CORE Cashless Inc. and extended the term two years to a new termination date of September 30, 2010 and increased the amount by \$797,690.00 to a new total not to exceed contract amount of \$1,582,690.00. The assignment and amendment authorized in this resolution were subsequently executed and approved.
 - On June 25, 2009, your Honorable Board approved a resolution which authorized an amendment of contract IT-655 to CORE Cashless Inc, by increasing the amount by \$91,247.00 for additional hardware, software and related support costs of the stored value card system for Playland Park to a new total not to exceed contract amount of \$1,673,937.00. The amendment authorized in this resolution was subsequently executed and approved.
 - An extension of hardware and software support and maintenance for the current stored value card system for Playland Park is needed for an additional cost of \$151,422.13 and new termination date of September 30, 2011 bringing the new total not to exceed amount to \$1,825,359.13.
 - Due to the proprietary nature of the system, CORE Cashless Inc. is the only entity that can provide

support. Accordingly, we recommend that your Honorable Board deem this agreement to be a sole source procurement pursuant to Section 9 of the County Procurement Policy.

- The public purpose of extending the current software and hardware support agreement is to continue to allow the park to operate with an automated system that was originally implemented to reduce operating costs of the park, improve cash control and reduce revenue losses due to misrepresentation of ridership statistics, and food and beverage revenues.
- The goals and objectives of this amendment are to provide hardware and software support and maintenance for one additional year. Because the hardware and software is essential to the operation of the park, there would be significant risk if support were not continued. Should certain hardware components fail, the park would be unable to repair or replace the component, requiring manual operation for some or all rides and Point of Sale locations. If software problems occur without support from the vendor, the time to resolve issues would be much longer and some problems might be impossible to overcome. This could require all rides and Point of Sale locations to operate manually for days or a large part of the season. This additional term requested in this resolution is only one year so the existing system can continue to operate while responses to the current Request for Proposal are evaluated and implemented for the park.

ACTION REQUESTED:

- Authorization to amend agreement (IT-655) with CORE Cashless Inc., having an office located at 14343 West 100th Street, Lenexa, Kansas 66215, for hardware and software support and maintenance of the stored value card system for Playland Park through September 30, 2011, increasing the amount by \$151,422.13 for a new total not to exceed amount of \$1,825,359.13, payable pursuant to an approved schedule, and subject to county appropriations. Accordingly, the attached resolution is submitted for your consideration.

MCB:KOC:RJL

Attachment

APPROVED BOARD OF ACQUISITION & CONTRACT ADMINISTRATION
DOMARY VIEIRA, SECRETARY

RESOLUTION

UPON A COMMUNICATION FROM THE CHIEF INFORMATION OFFICER, DEPARTMENT OF INFORMATION TECHNOLOGY AND THE ACTING COMMISSIONER, DEPARTMENT OF PARKS, RECREATION AND CONSERVATION, BE IT HEREBY

RESOLVED, that the County of Westchester is hereby authorized to amend contract (IT-655) with CORE Cashless Inc. having an office located at 14343 West 100th Street, Lenexa, Kansas 66215, for a termination date of September 30, 2011, increasing the amount by \$151,422.13 for a total not to exceed amount of \$1,825,359.13, payable pursuant to an approved schedule, for hardware and software support costs of the stored value card system utilized by Playland Park and the County Center; and be it further

RESOLVED, that this Agreement is deemed to be a sole source procurement pursuant to Section 9 of the Westchester County Procurement Policy; and be it further

RESOLVED, that this Agreement is subject to County appropriations; and be it further

RESOLVED, that this Agreement is also subject to further financial analysis of the impact of any New York State Budget (the "State Budget") proposed and adopted during the term of this Agreement. The County shall retain the right, upon the occurrence of any release by the Governor of a proposed State Budget and/or the adoption of a State Budget or any amendments thereto, and for a reasonable period of time after such release(s) or adoption(s), to conduct an analysis of the impacts of any such State Budget on County finances. After such analysis, the County shall retain the right to either terminate this Agreement or to renegotiate the amounts and rates approved herein. If the County subsequently offers to pay a reduced amount to the Contractor, then the Contractor shall have the right to terminate this Agreement upon reasonable prior written notice; and be it further

RESOLVED, that the County Executive or his duly authorized designee is hereby authorized to execute and deliver any and all documents and to take all action necessary and appropriate to effectuate the purposes hereof.

Original Agreement:	\$ 765,000.00
First Amendment:	\$ 20,000.00
Second Amendment:	\$ 797,690.00
Third Amendment:	\$ 91,247.00
This Amendment:	\$ 151,422.13
TOTAL:	\$1,825,359.13

Account to be Charged/Credited:
Agreement No. IT-655

Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub-Object	Trust Account	Dollars
165	42	5520	4380		\$151,422.13

Budget Funding Year(s): 2010 Start Date: October 1, 2010 End Date: September 30, 2011

Funding Source	Tax Dollars: <u>\$151,422.13</u>
	State Aid _____
<u>\$151,422.13</u>	Federal Aid _____
(must match resolution)	Other: _____